

FIG. 1A

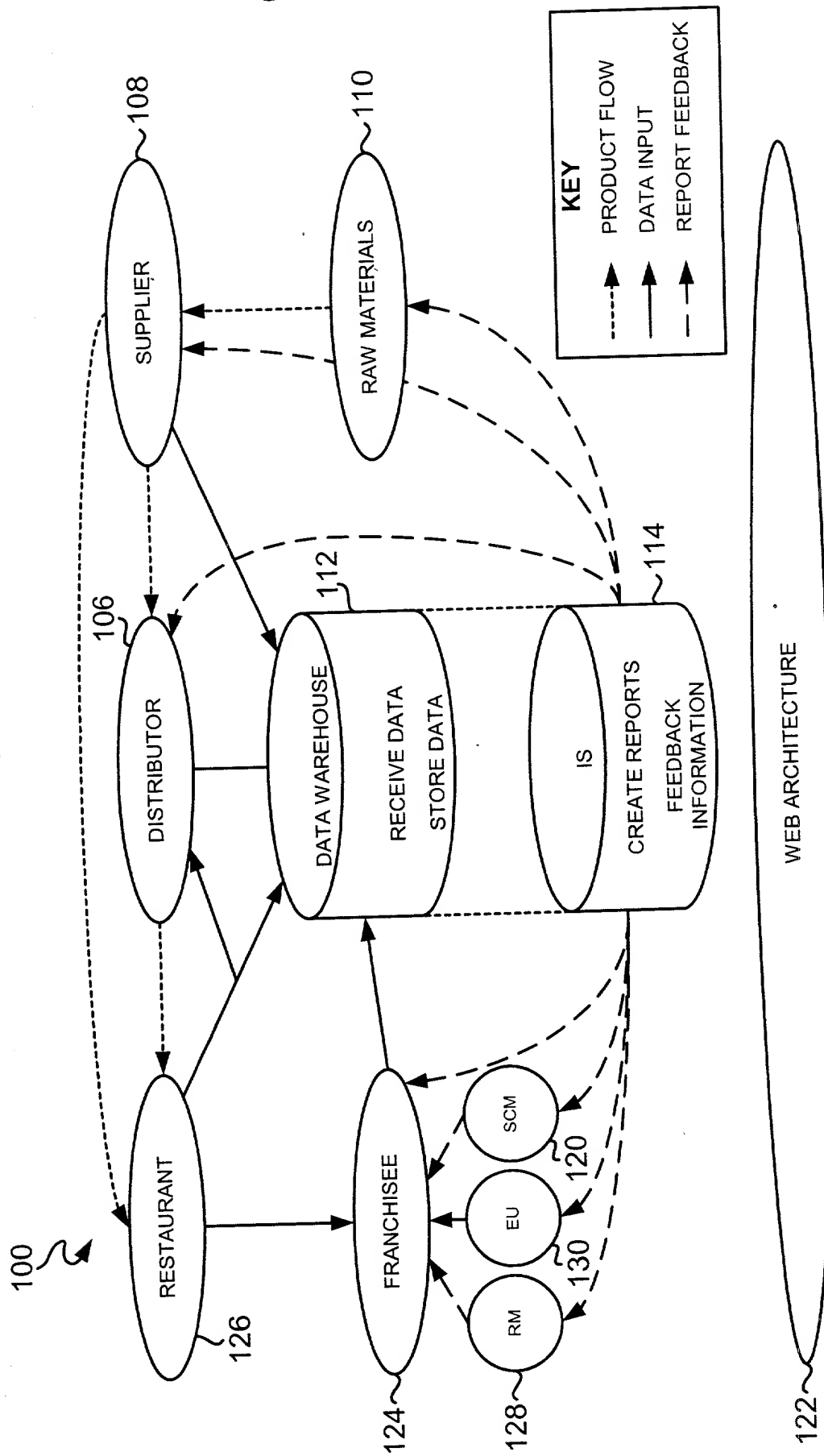


FIG. 1B

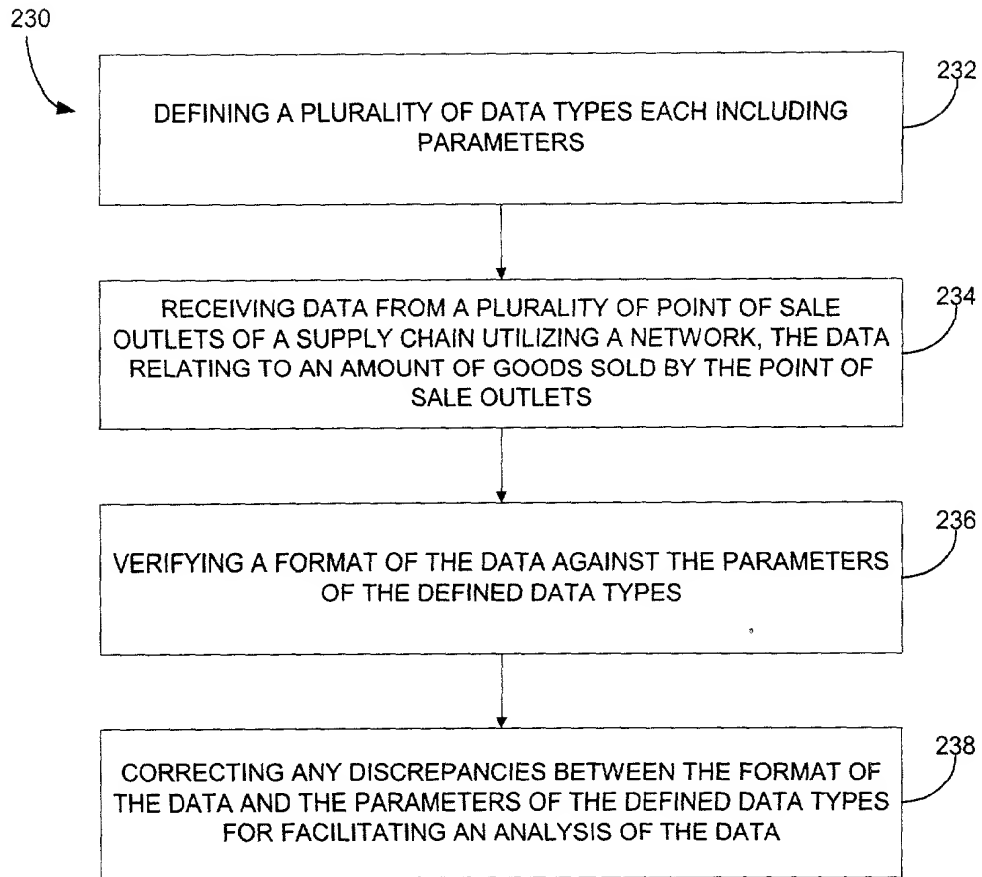


FIG. 2

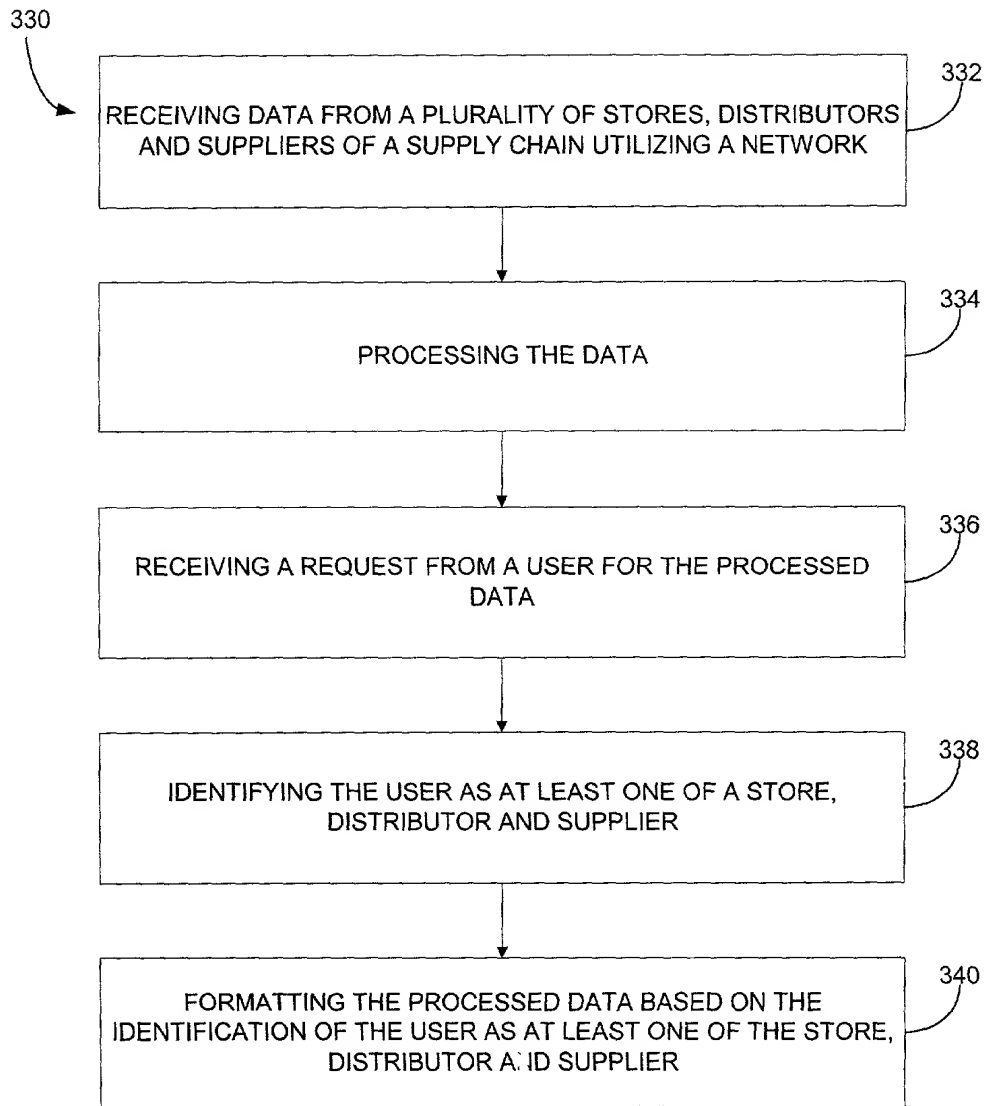


FIG. 3

FIG. 4 is a diagram of a cloud computing architecture. The architecture is represented by a series of concentric circles. The innermost circle is labeled "APPLICATION SERVICES". The next ring out is labeled "CONTENT DELIVERY SERVICES". The third ring is labeled "NETWORK SERVICES". The outermost ring is labeled "PROFESSIONAL SERVICES". The entire structure is surrounded by a dashed line. Labels 400, 402, 404, 406, 408, and 410 point to various components of the architecture.

400

410

406

402

404

408

Fig. 4

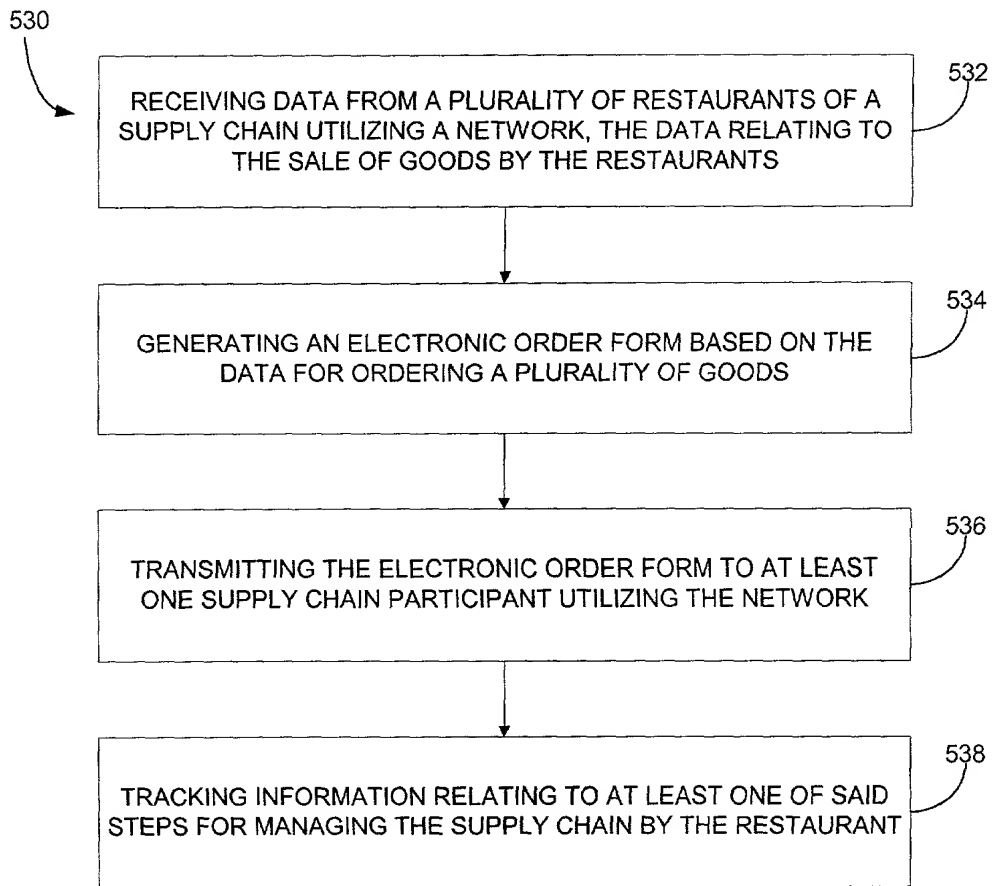


FIG. 5

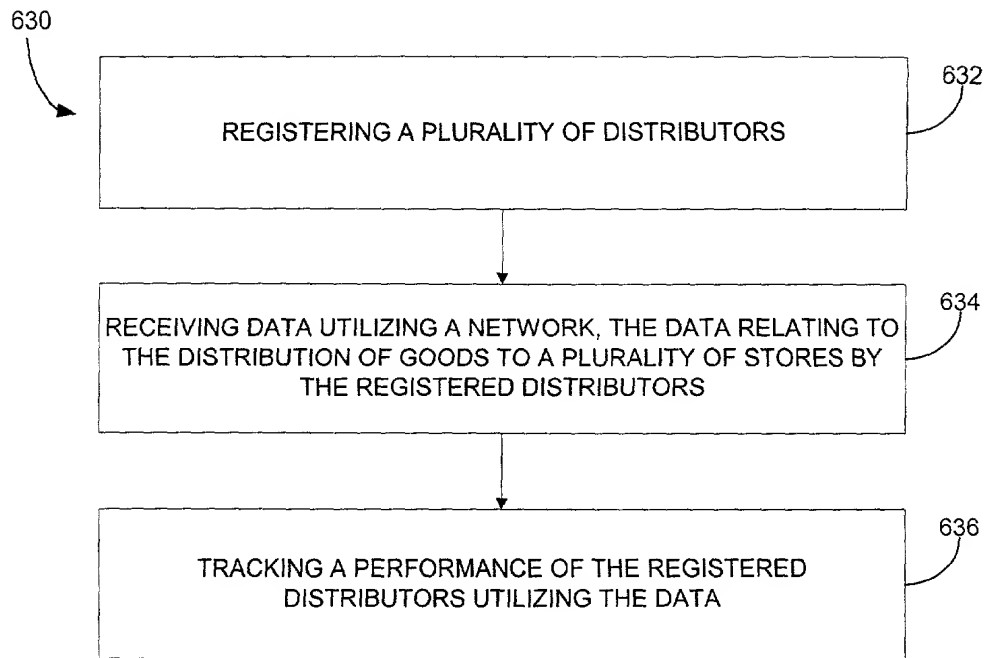


FIG. 6

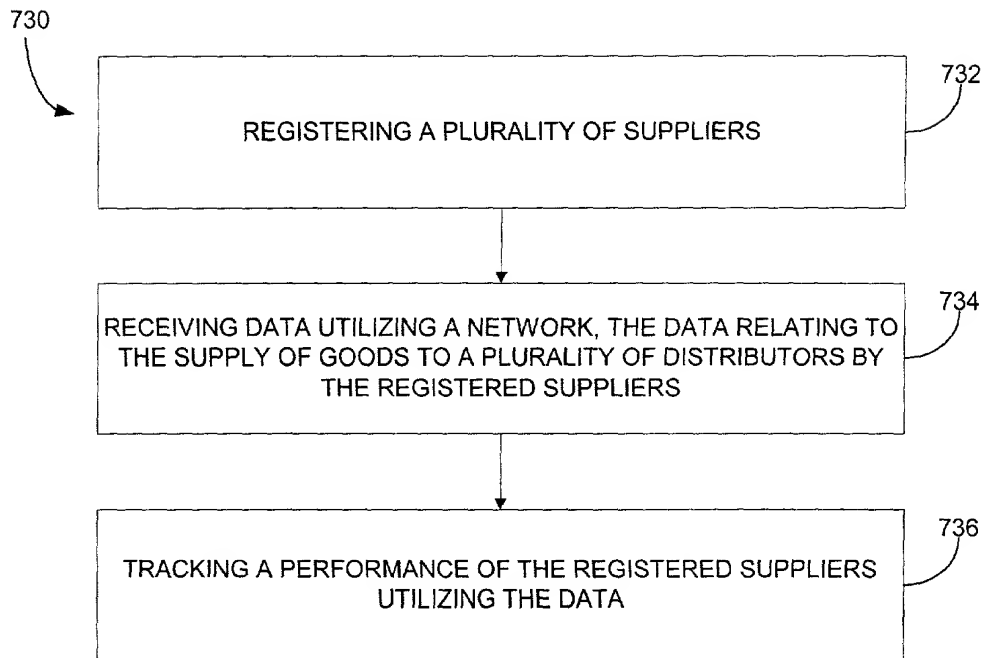


FIG. 7

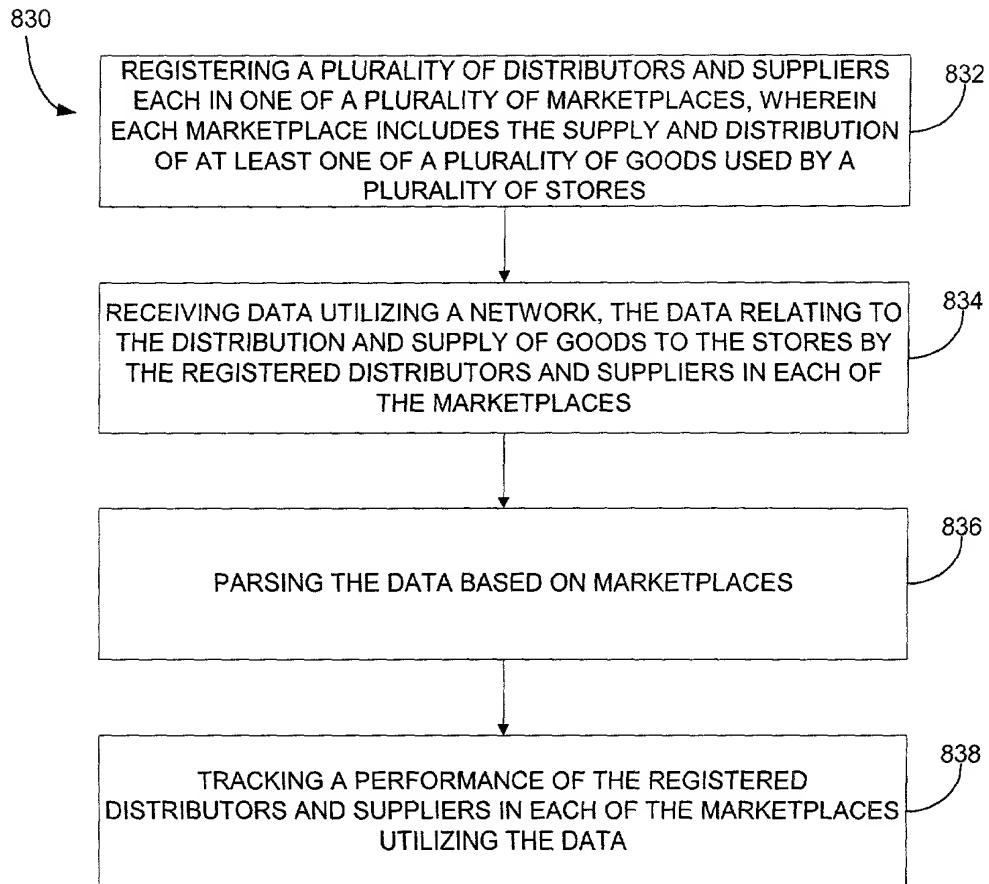


FIG. 8

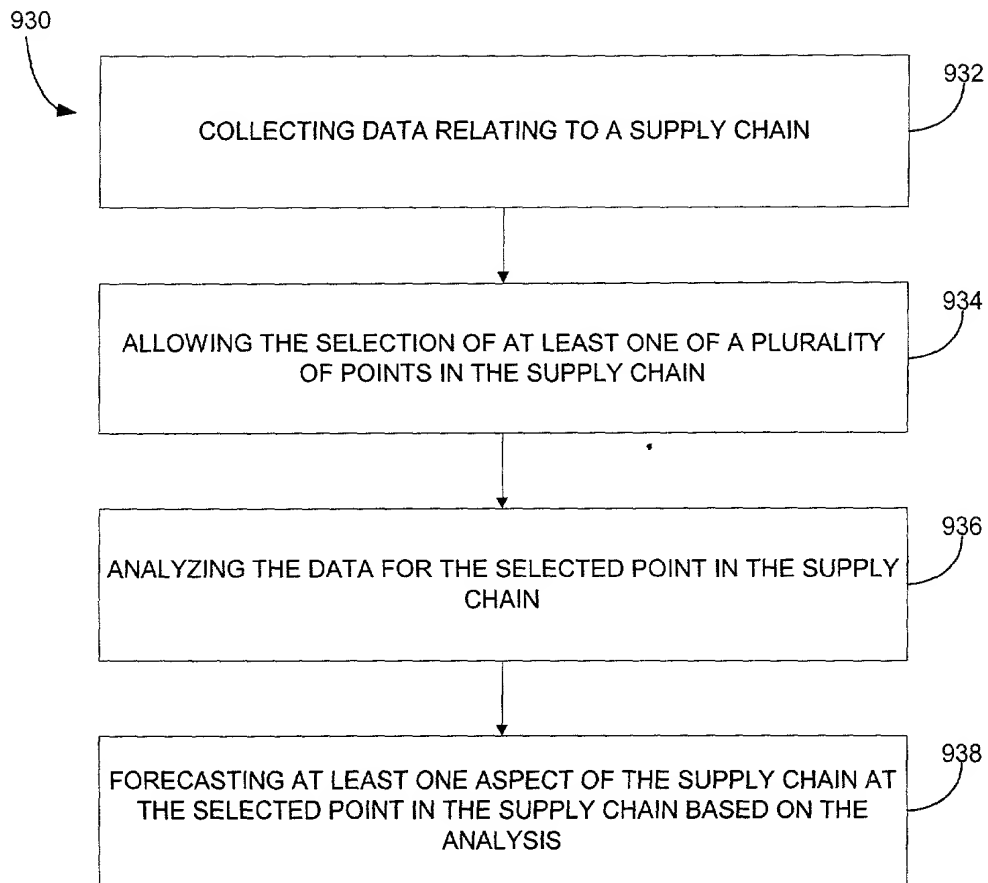


FIG. 9

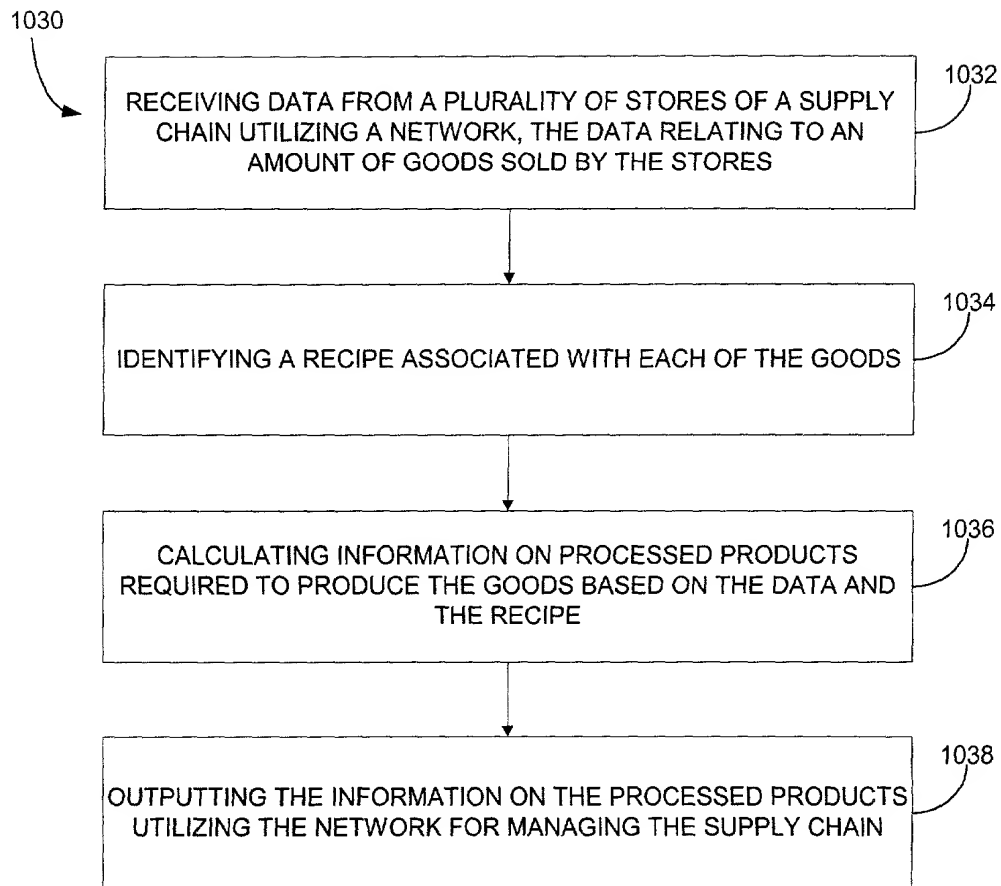


FIG. 10

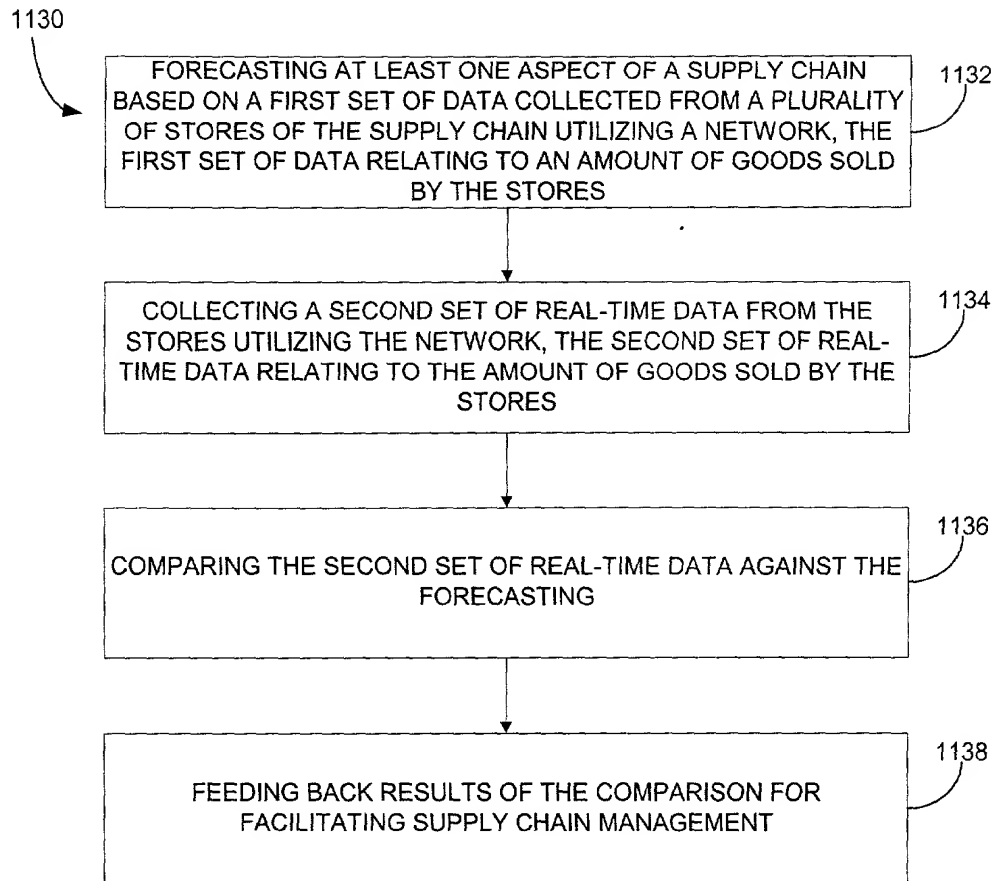


FIG. 11

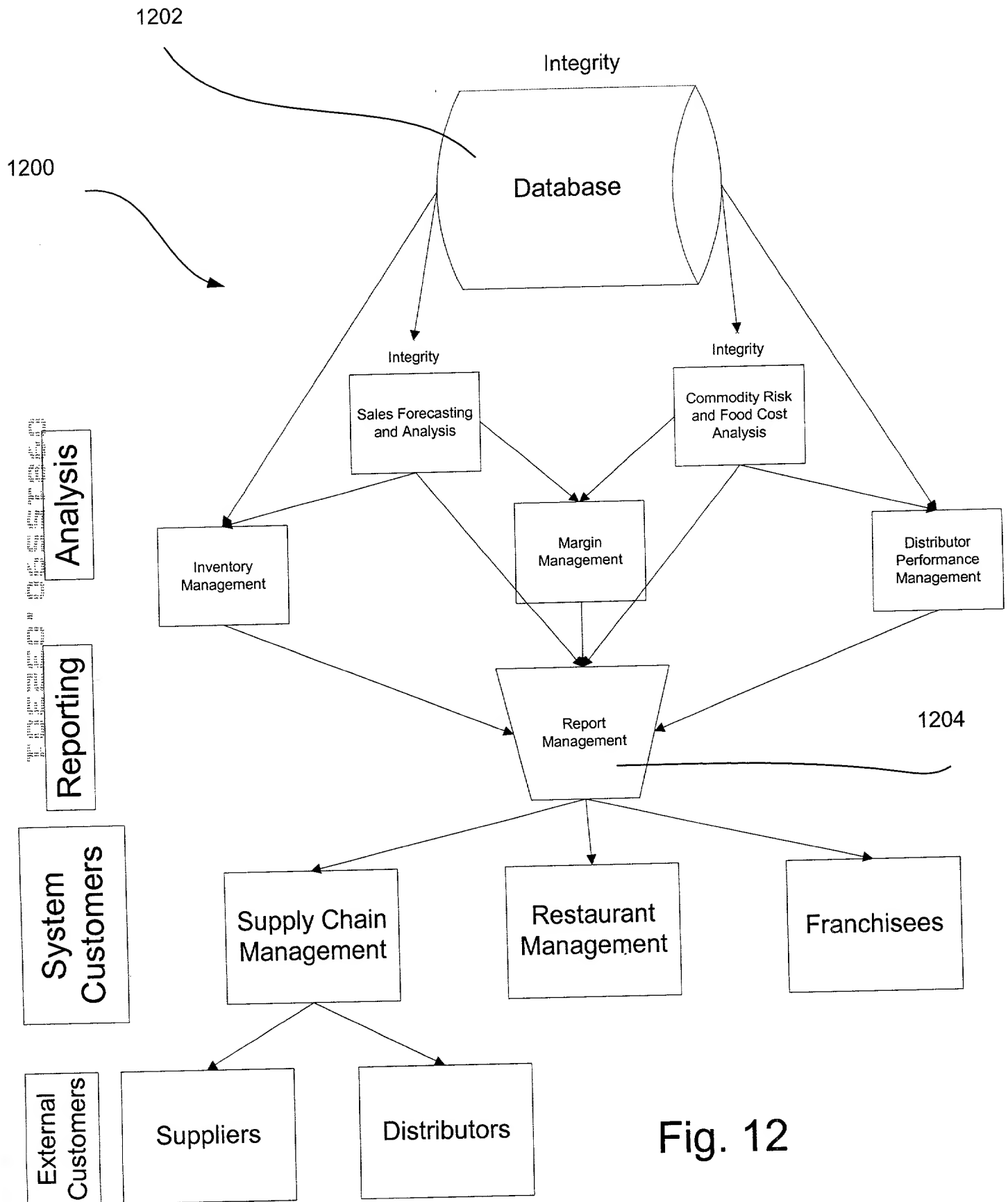


Fig. 12

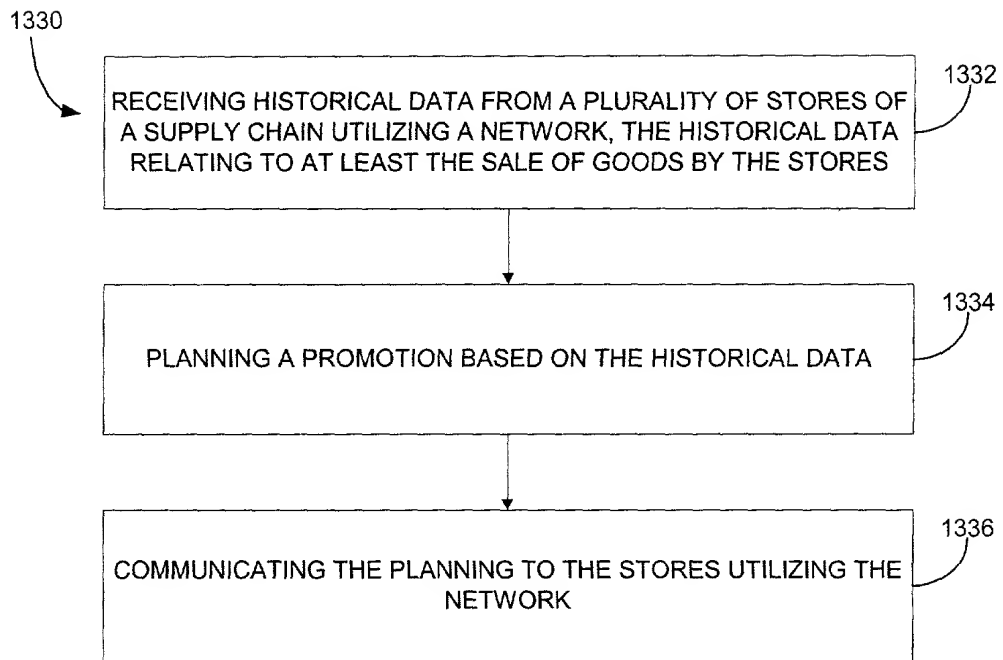


FIG. 13

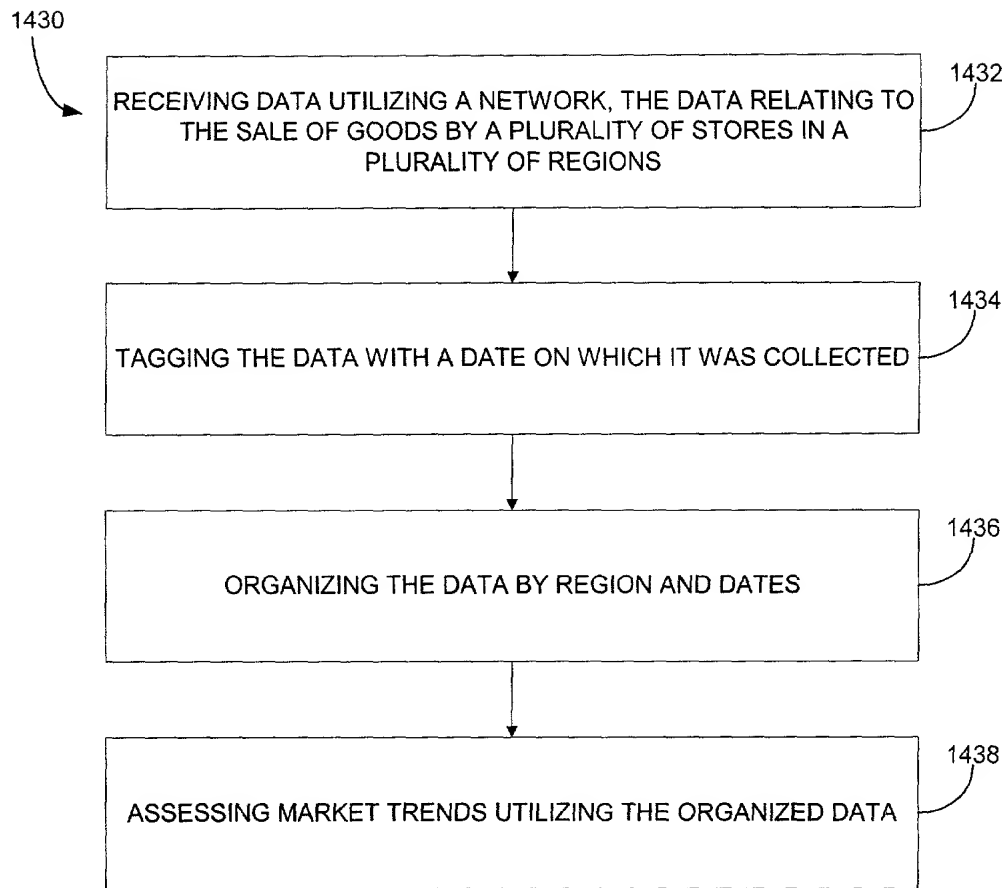


FIG. 14

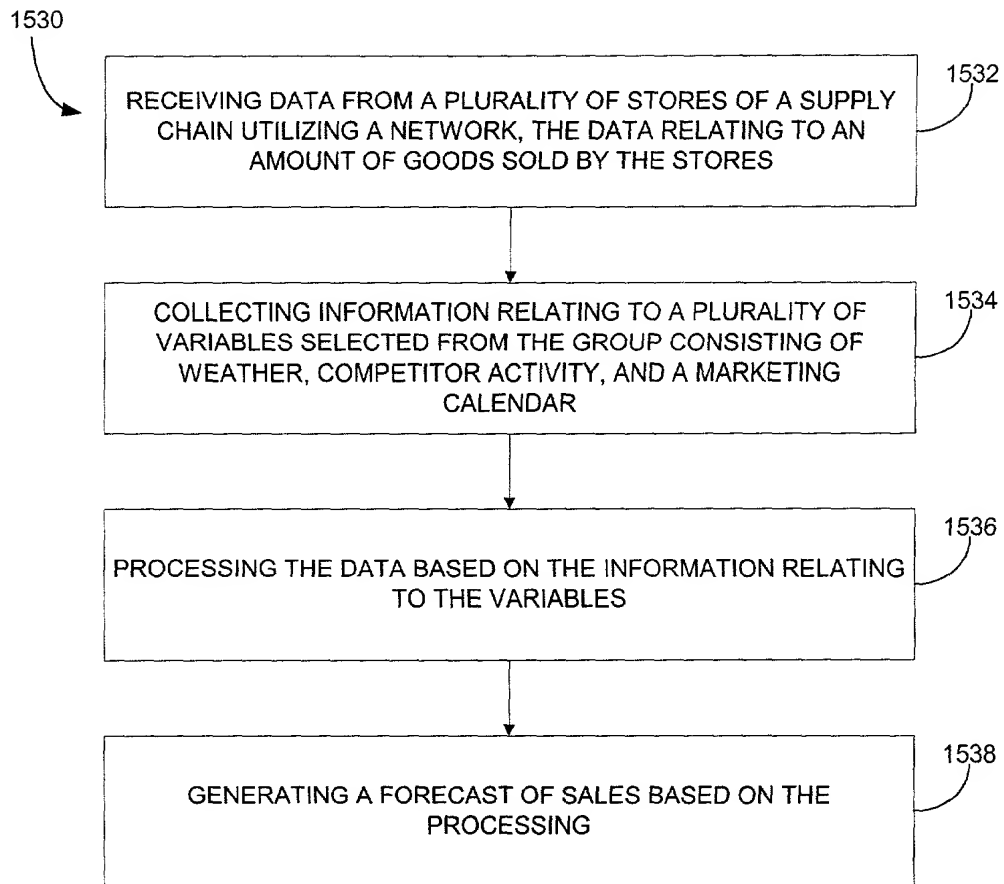


FIG. 15

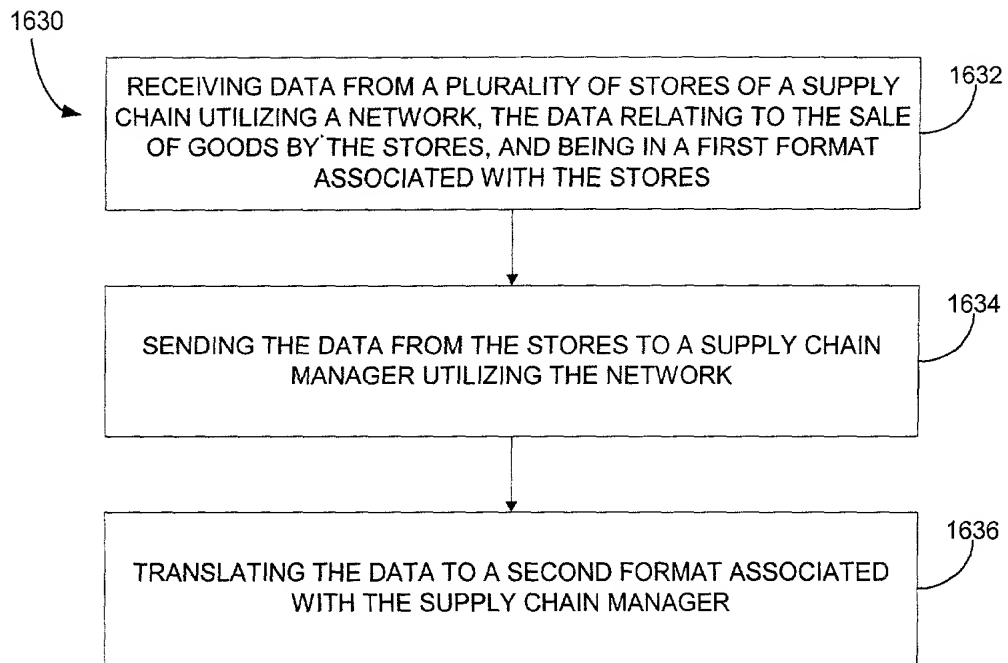


FIG. 16

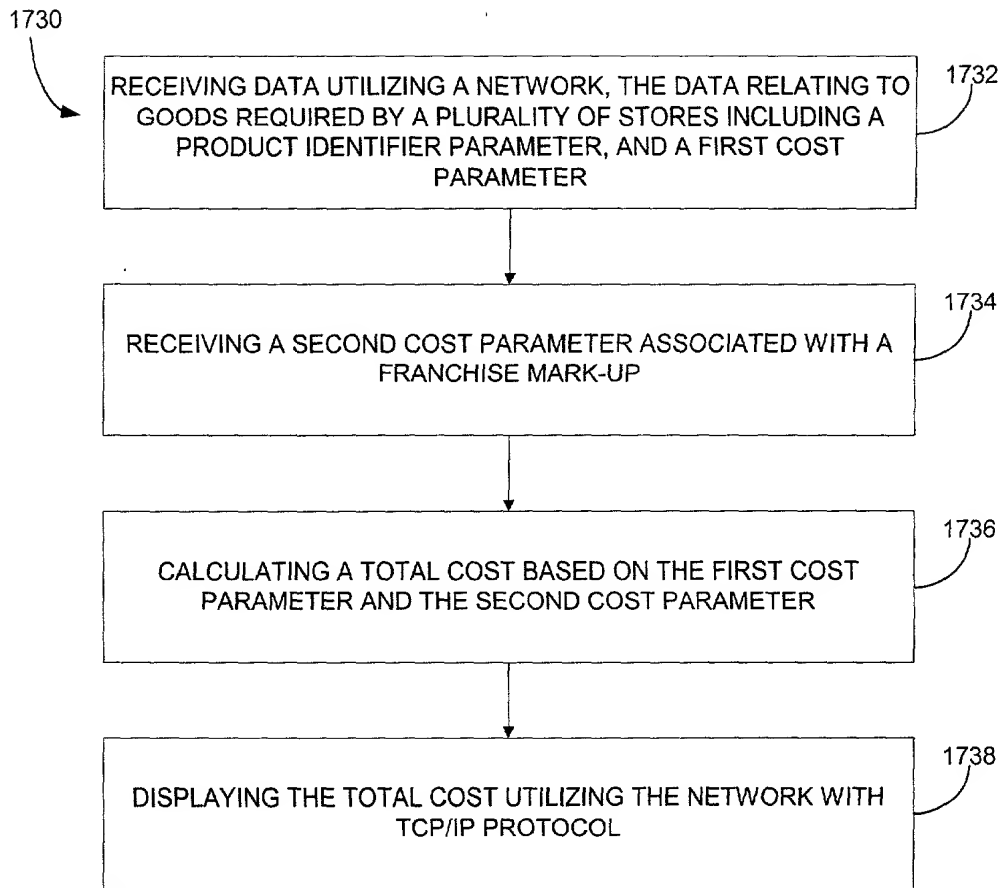


FIG. 17

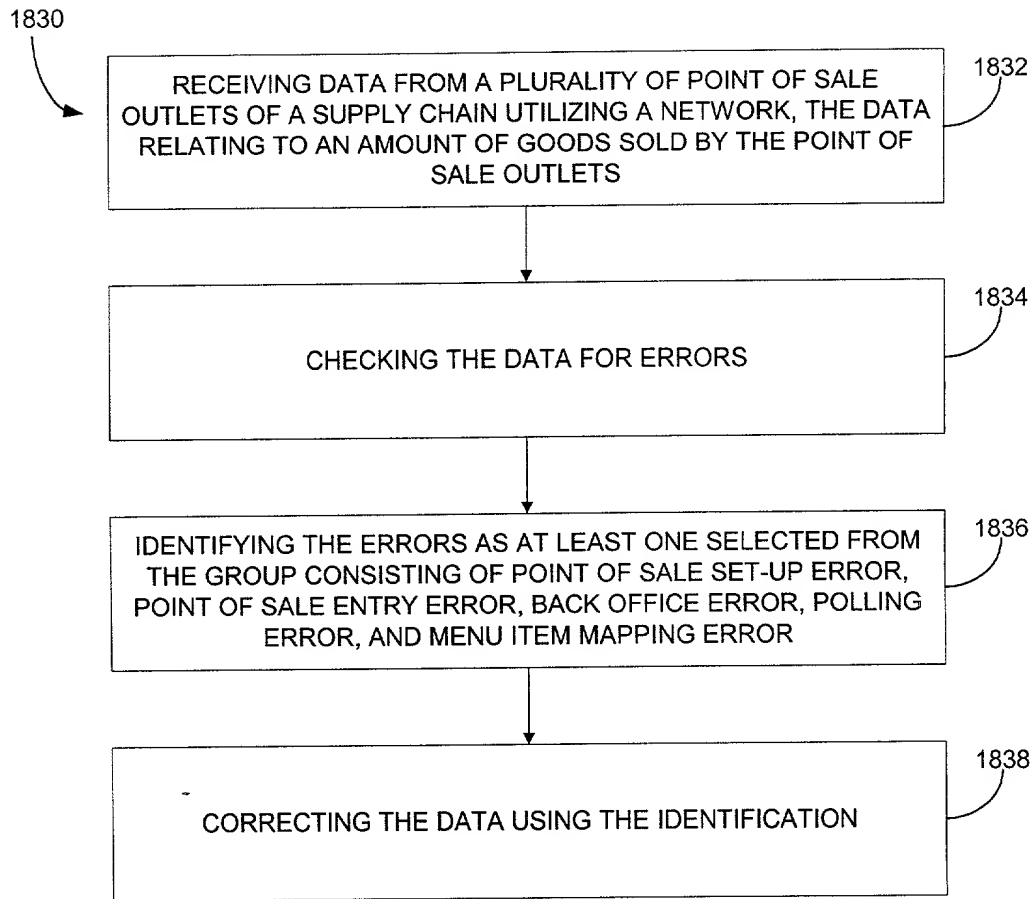


FIG. 18

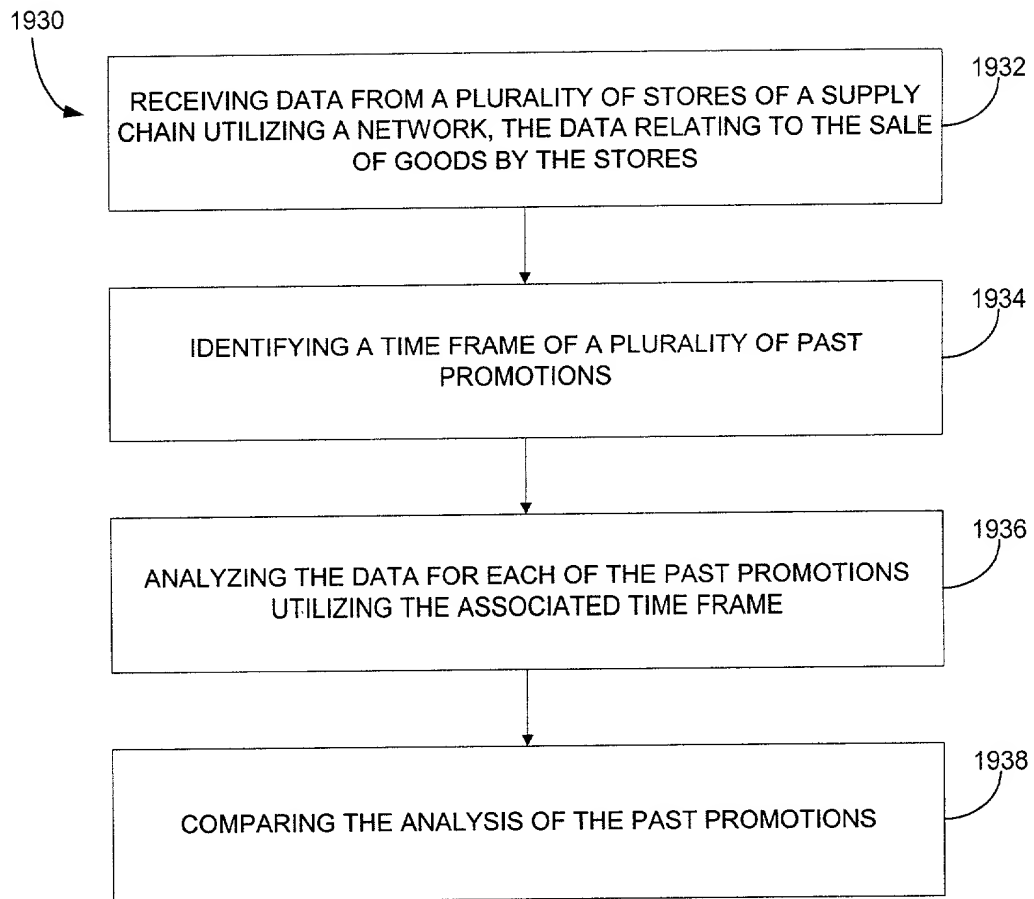


FIG. 19

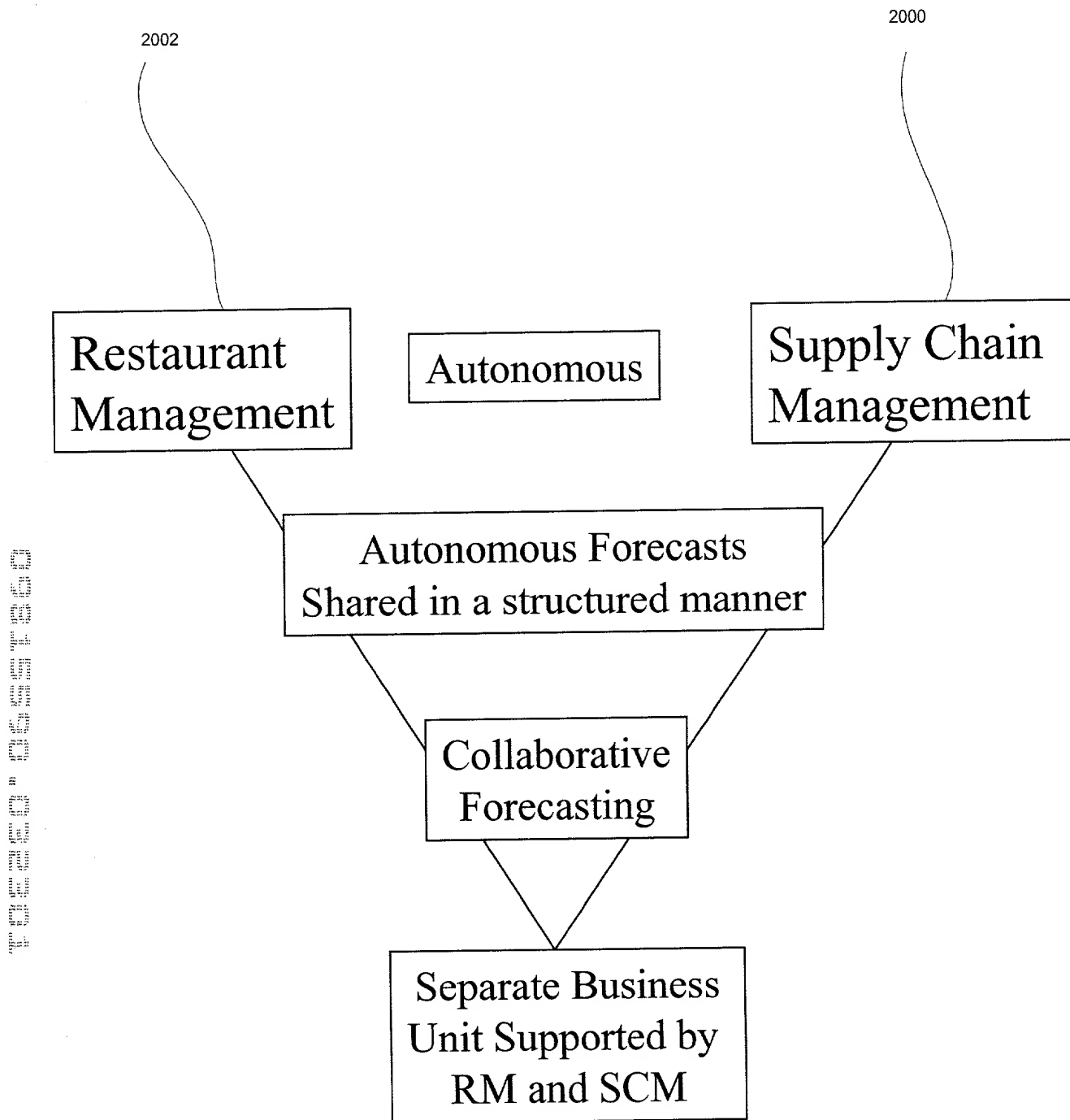


Fig. 20

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2102
2104

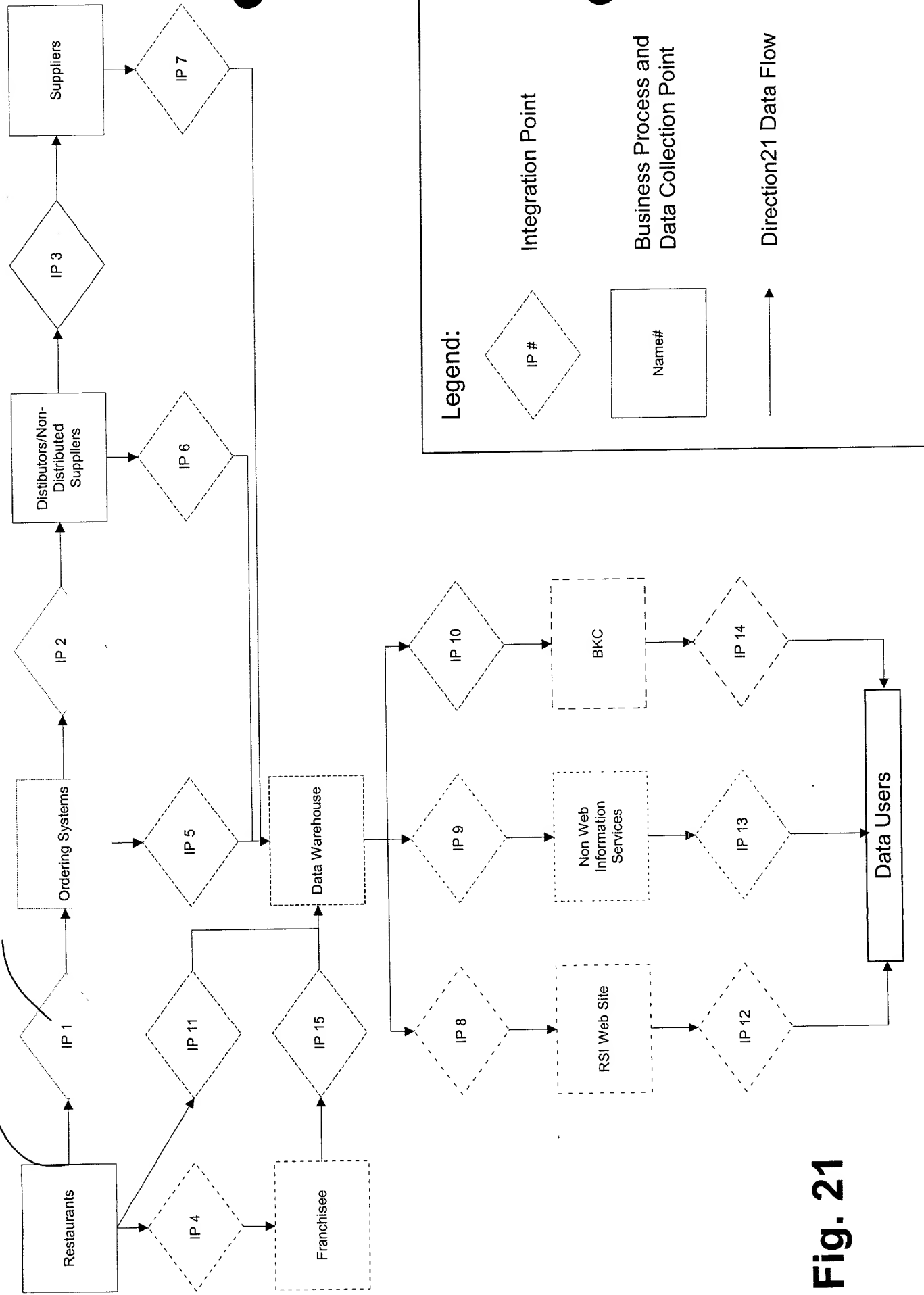
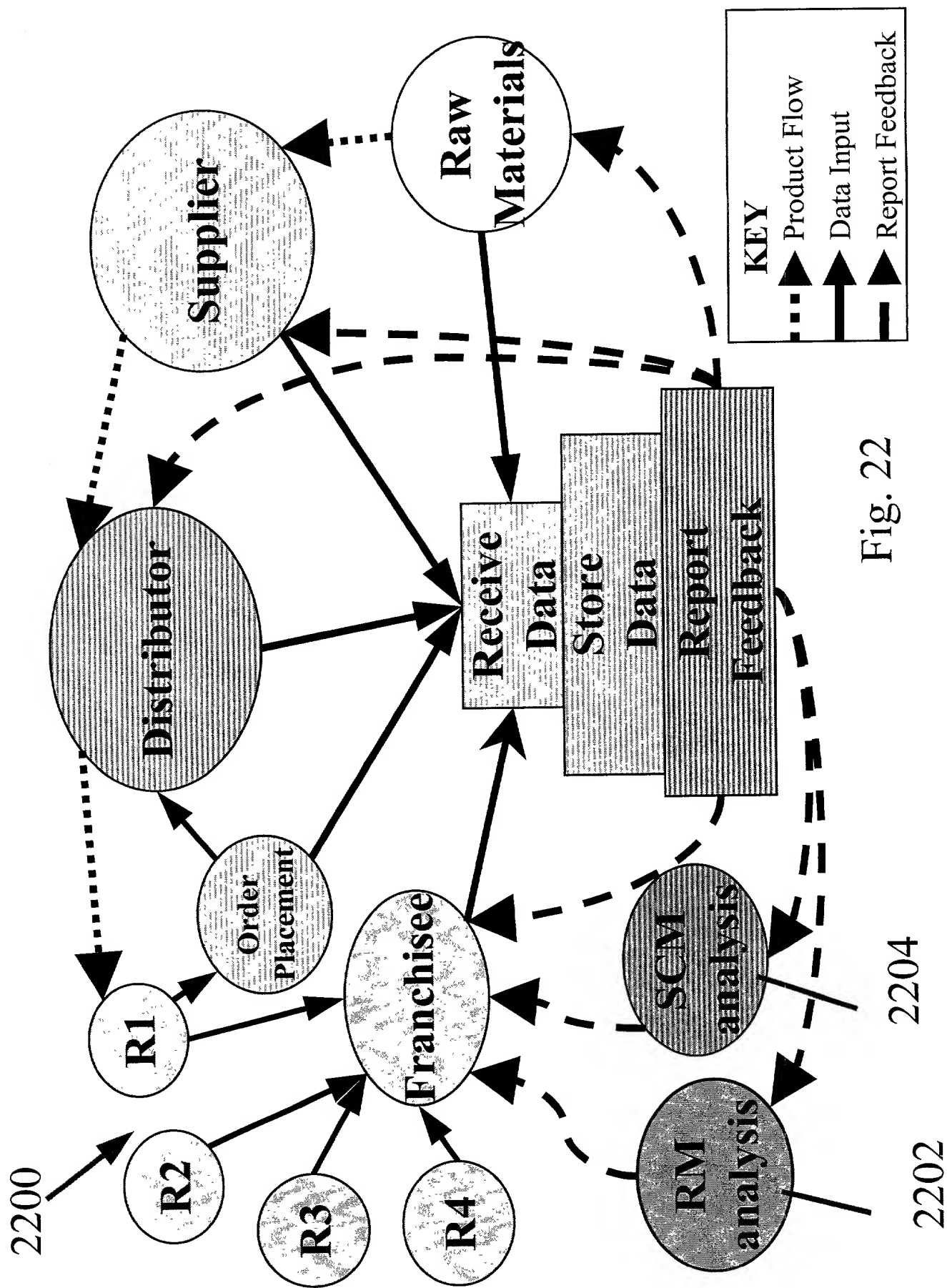


Fig. 21



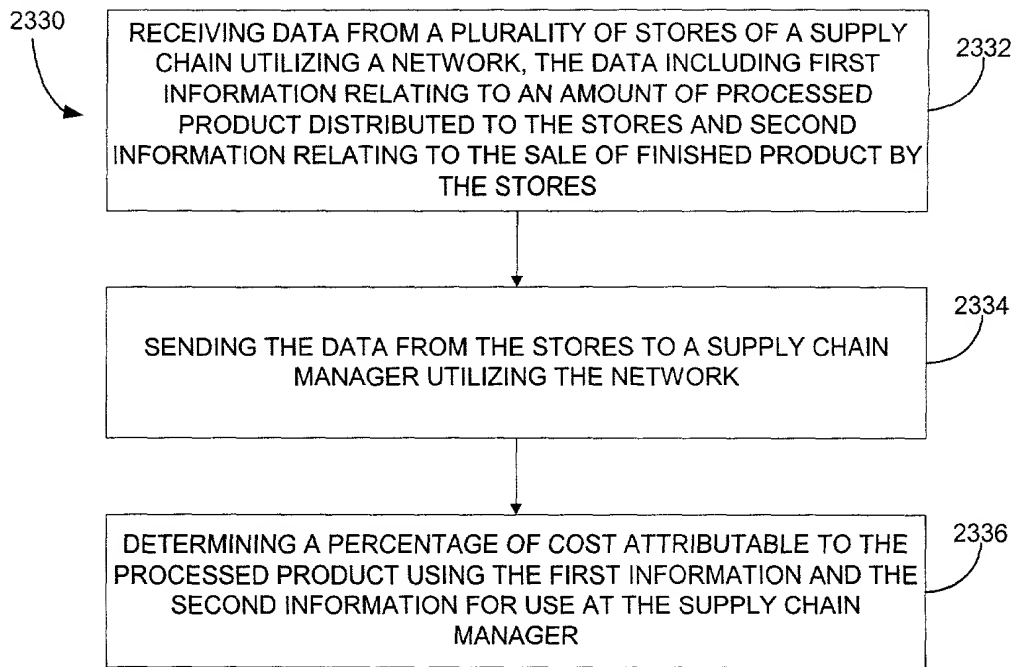


FIG. 23

FIG. 25

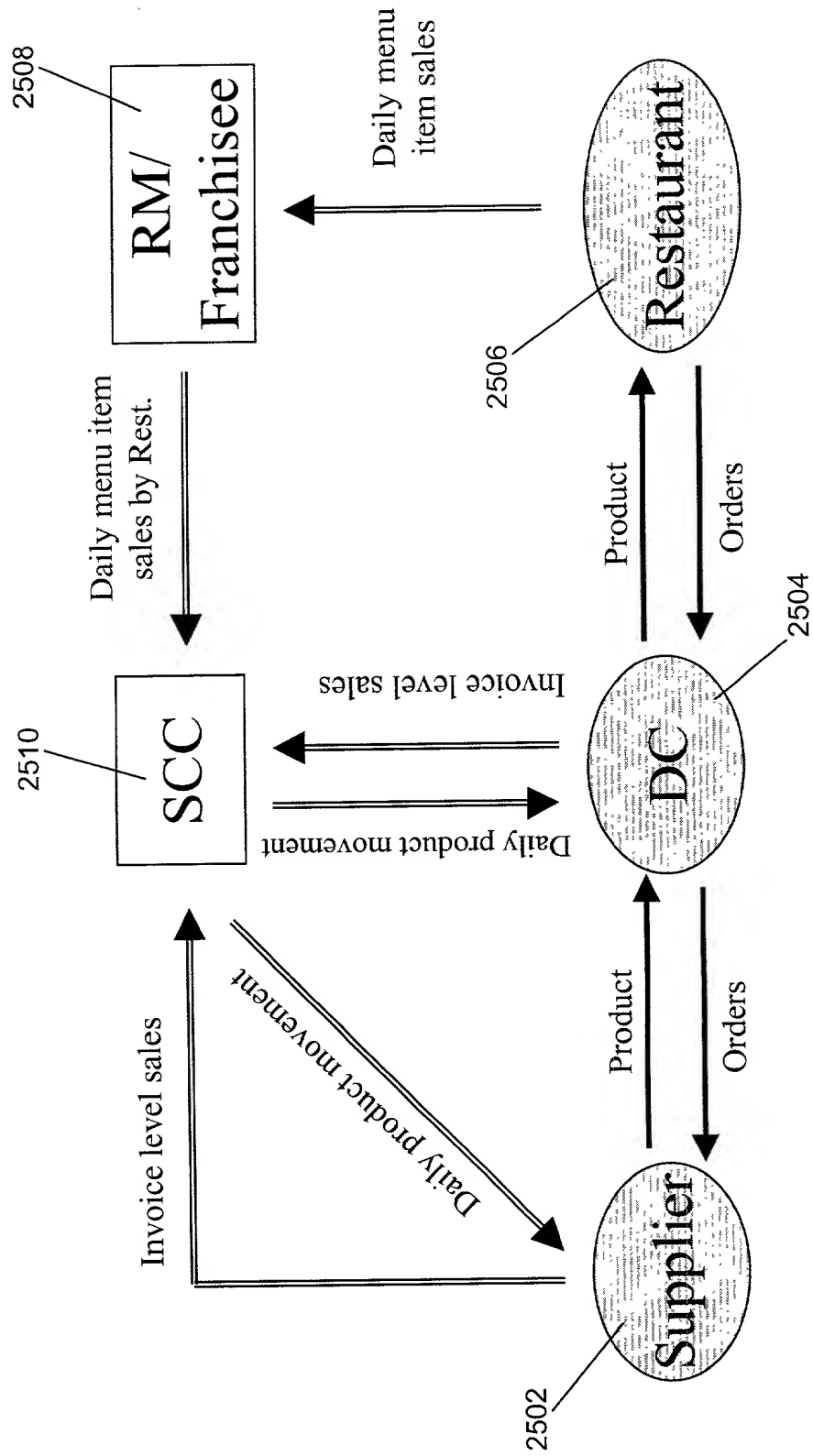


FIG. 26

[illegible]

FIG. 27

2700

Promotional Monitor - System & Regional

		History				Week #1							
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for Key Products(units/restaurant/week)													
Category	Segment												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26	165
	YWVM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YWVM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

2702

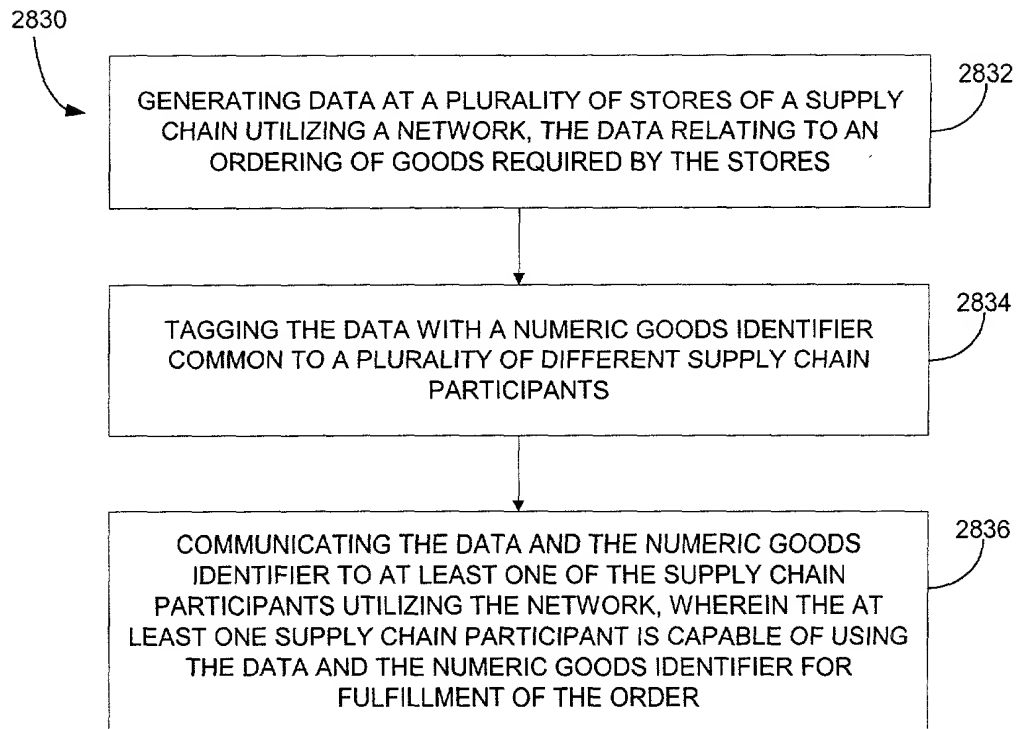


FIG. 28

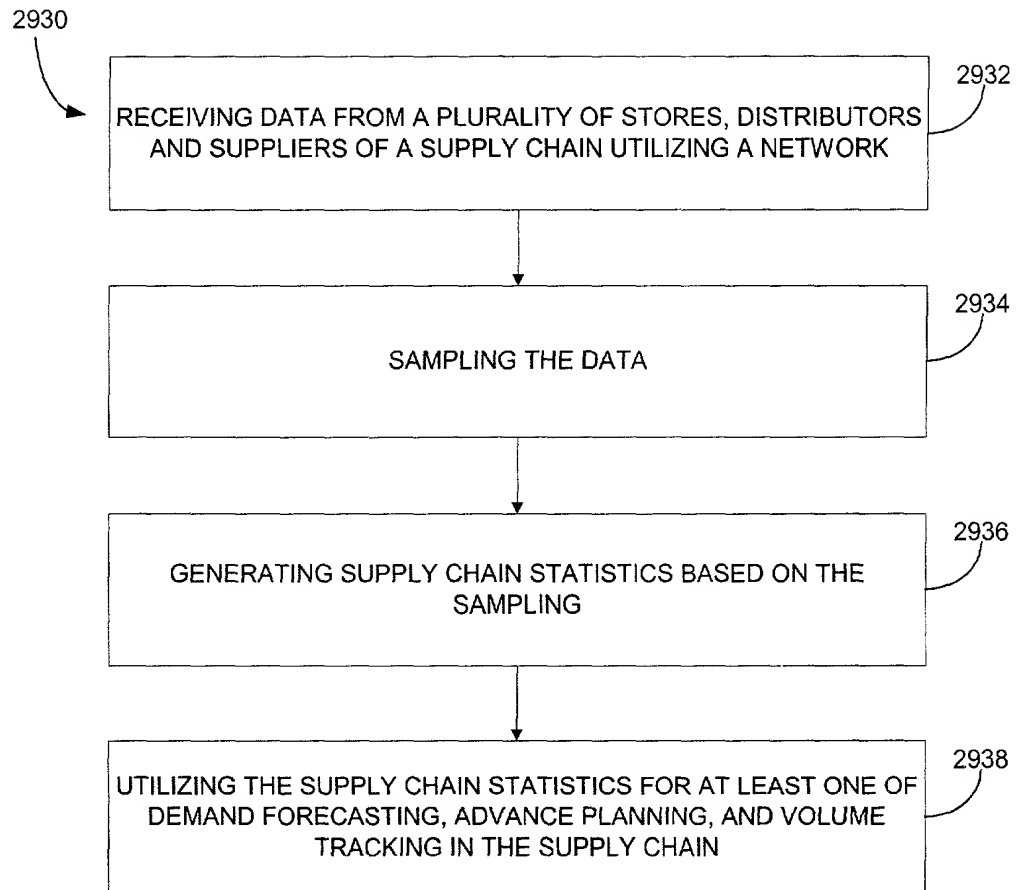


FIG. 29

3000

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent:	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

3100

Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

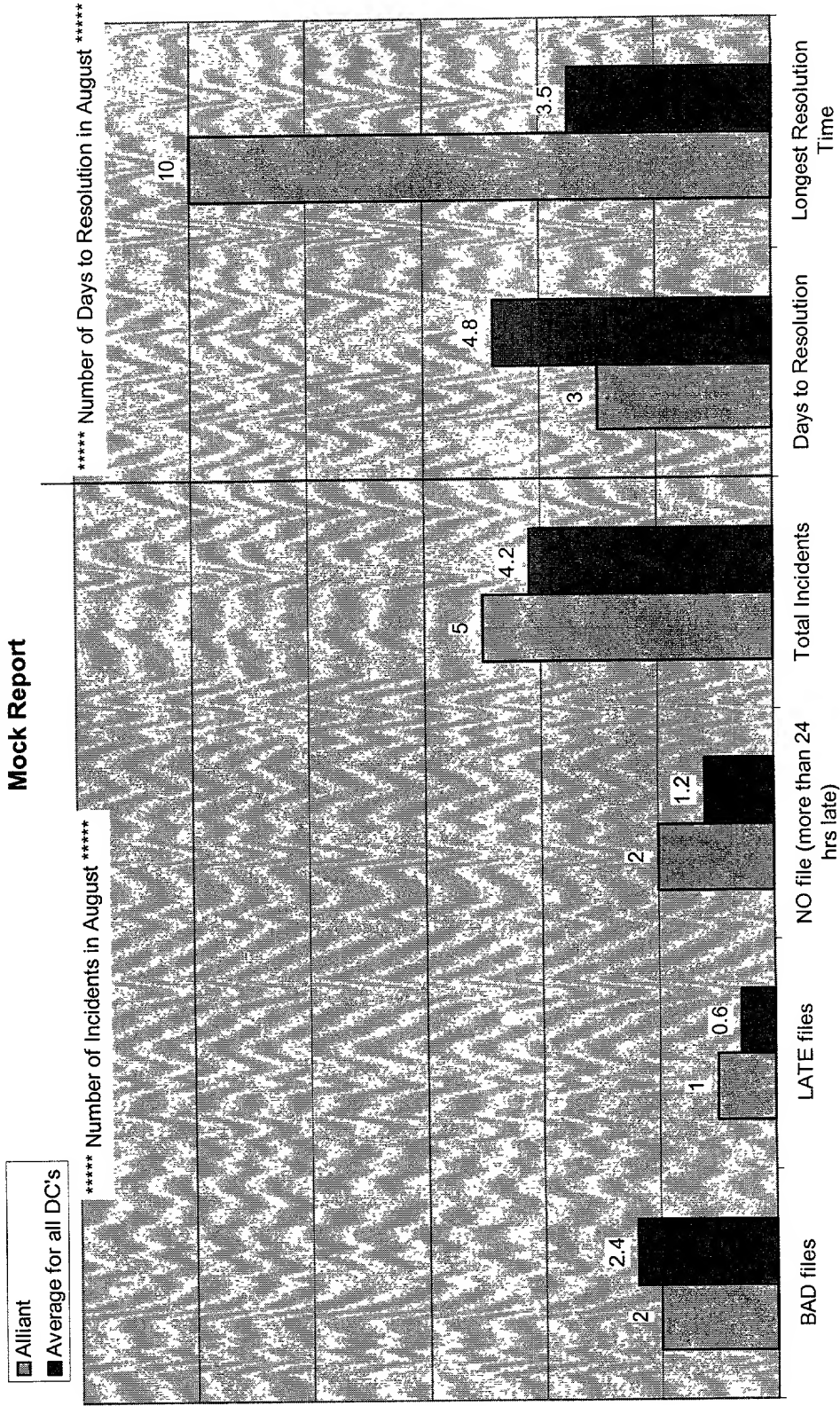


FIG. 31

3200



Service Level Reporting August

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%	90.06%	
Alliant-Topoka			
Alliant-Wixom	99.05%	98.71%	
King-Atlanta	99.34%	92.91%	78.70%
King-Jacksonville	99.85%	98.55%	80.90%
King-Louisville	99.75%	94.53%	86.98%
Maines 29, Conklin	99.41%		79.25%
Maines 30, Cleveland			
Maines Long Island	99.41%		
Maines New England	99.85%		
MBM Fullerton	99.13%	94.15%	79.83%
MBM Lewisville		92.88%	#DIV/0!
MBM Orlando	99.51%		#DIV/0!
MBM Rocky Mount	99.75%	98.60%	#DIV/0!
McCabe's	99.13%	92.48%	#DIV/0!
McLane Lubbock	98.80%	99.72%	86.84%
Nicholas & Co.	#DIV/0!	#DIV/0!	#DIV/0!
PFD Supply	99.60%	96.04%	85.37%
PFG Victoria	99.16%	90.79%	80.12%
PYA/Moharh	99.42%	#DIV/0!	
Reinhart-Cedar Rapids	99.20%	97.79%	
Reinhart-Oak Creek	99.05%	98.65%	
Reinhart-Rogers	99.31%	98.69%	
Restaurants NW	99.50%	95.49%	
Shamrock Commerce City	99.03%	99.07%	80.47%
Shamrock Phoenix	99.54%	94.88%	85.13%
Sygmia Harrisburg	98.81%	93.88%	
Sygmia Stockton	99.89%		82.88%
Sysco	99.68%	100.00%	82.47%

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min
Didn't meet BK Min

FIG. 32

FIG. 33

3300

Vendor:

XYZ Company

Time Period:

Aug-00

3300

Delivery Statistics:

DC Requested Lead-Time
DC Adherence to Lead-Time
Days Delivery Late
On-Time Delivery Percentage
Hours Delivery Late

4
95%
1.7
95%
0.93

Invoice, Payment and Pricing:

Days for Payment
Monthly FOB Variance
Monthly Freight Variance
Monthly Total Variance

12
\$ 30,152
\$ 3,594
\$ 33,746

Invoice Accuracy:

Invoice Fill Rate
PO Accepted Rate
Perfect Order Percentage

97.25%
99.00%
92.34%

Inventory Management:

Average Days On Hand
SKU #1
SKU #2
Max Days On Hand
SKU #1
SKU #2

19
22

40
32

Monthly Carrying Cost
SKU #1
SKU #2
Average as % FOB

\$ 42,513
\$ 12,589
1.25%

3400

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

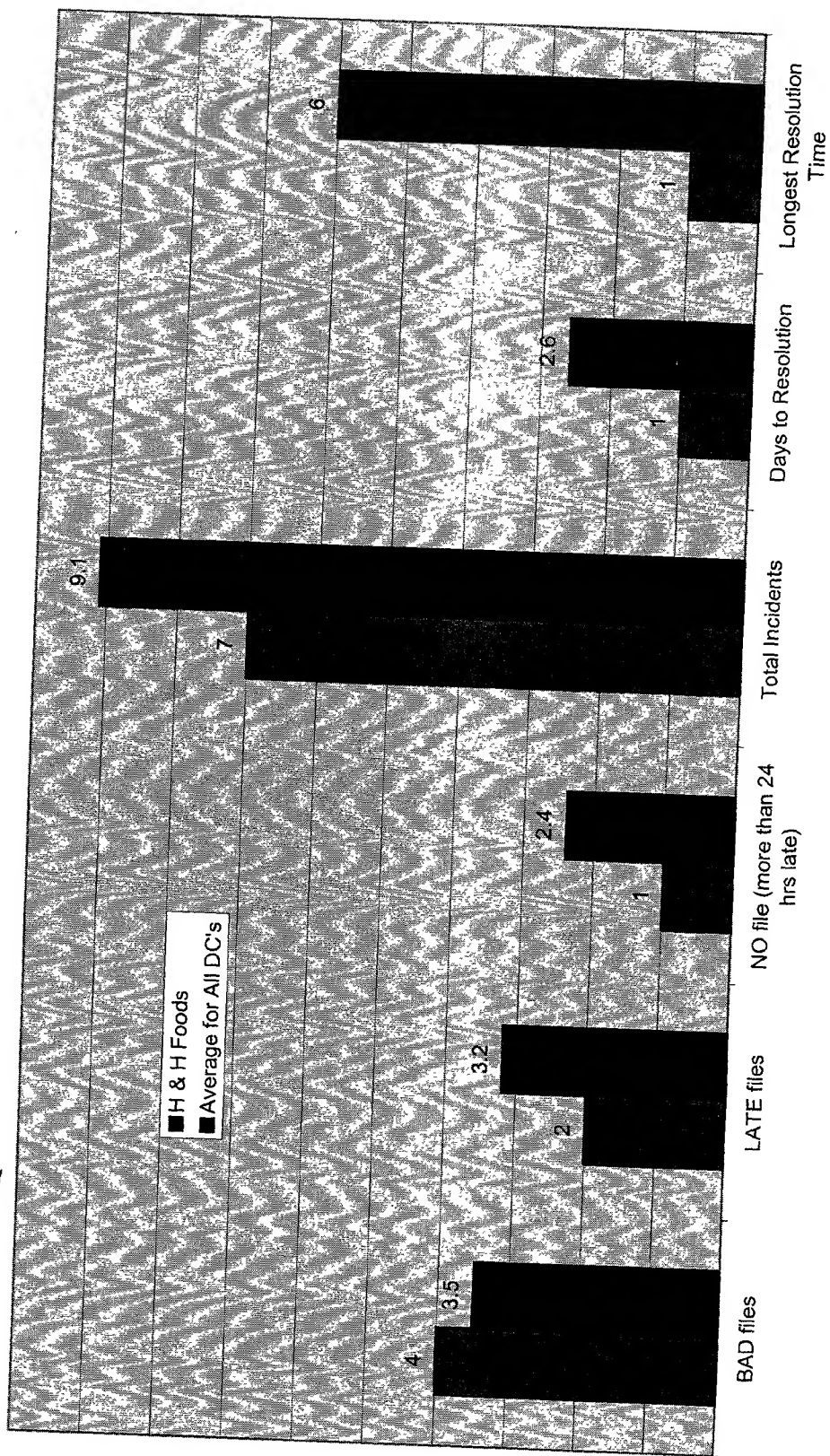


FIG. 35



Service Level Reporting November - Mock Report

3500

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,904		2.33%
COMARK INSTRUMENTS, INC.	\$4,881		
WHITEFORD FOODS, INC.	\$0	97.3%	2.41%
LEPAGE BAKERY / COUNTRY KITCHEN	\$3,700		
NCR SYSTEM MEDIA	\$0	92.1%	2.16%
SIGNATURE MEATS GROUP	\$0		1.94%
SCHWEBEL'S BAKING CO.	\$0	95.1%	1.50%
MAUI CUP	\$0		
MIRA PLASTICS	\$0		1.25%
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.	\$0		1.46%
FORT JAMES OPERATING COMPANY	\$0	88.6%	1.90%
FRESH ADVANTAGE, KC	\$0		
SILVER KING - MN - CORP.	\$0		
TYSON FOODS			
READY ACCESS			2.44%
GEORGIA PACIFIC TISSUE		94.9%	2.51%
CLOUGHERTY PACKING		93.4%	
BEVERAGE-AIR	\$0		2.06%
COMPONENT HARDWARE GROUP, INC.	\$0		
COCA-COLA USA	\$0		1.55%
TOASTMASTER	\$1,909	93.5%	2.20%
GRANT COUNTY FOODS	\$0	96.3%	
FRESH EXPRESS			1.04%
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM	\$0		
GENTURY PRODUCTS, LLC	\$3,428		
ROSE PACKING COMPANY		93.3%	2.98%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

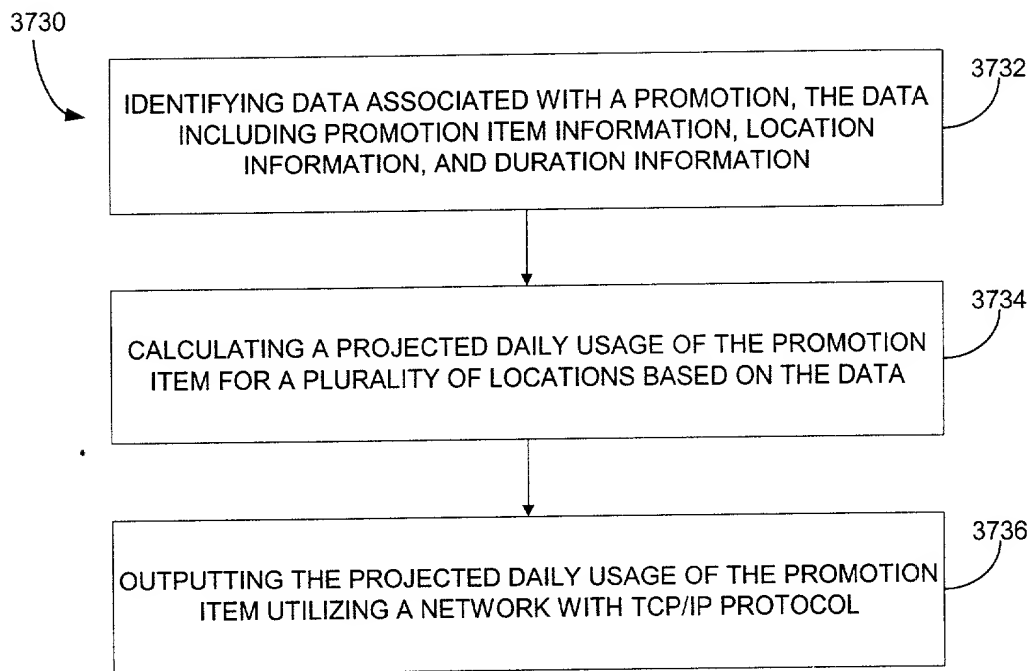


FIG. 37

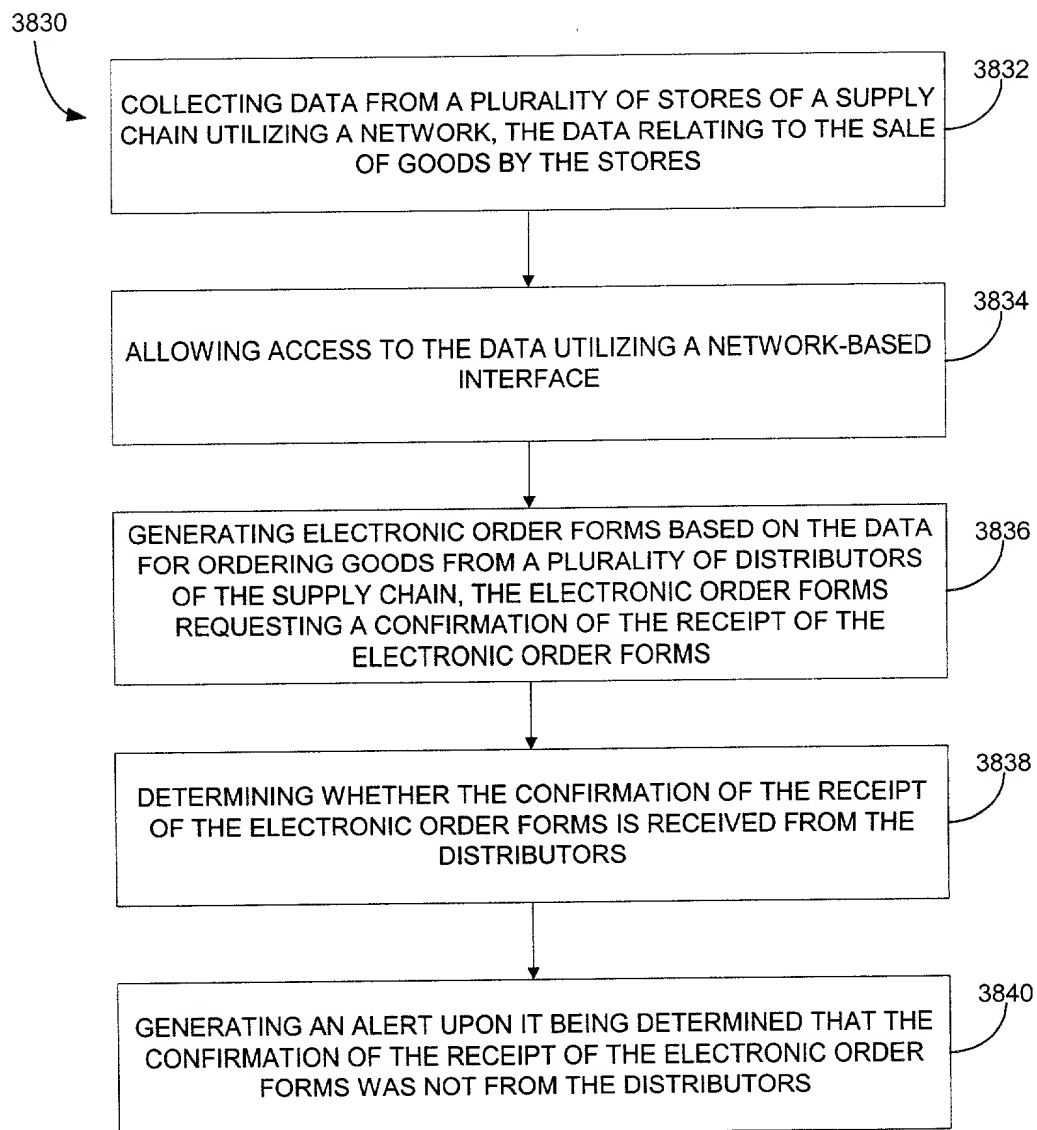


FIG. 38

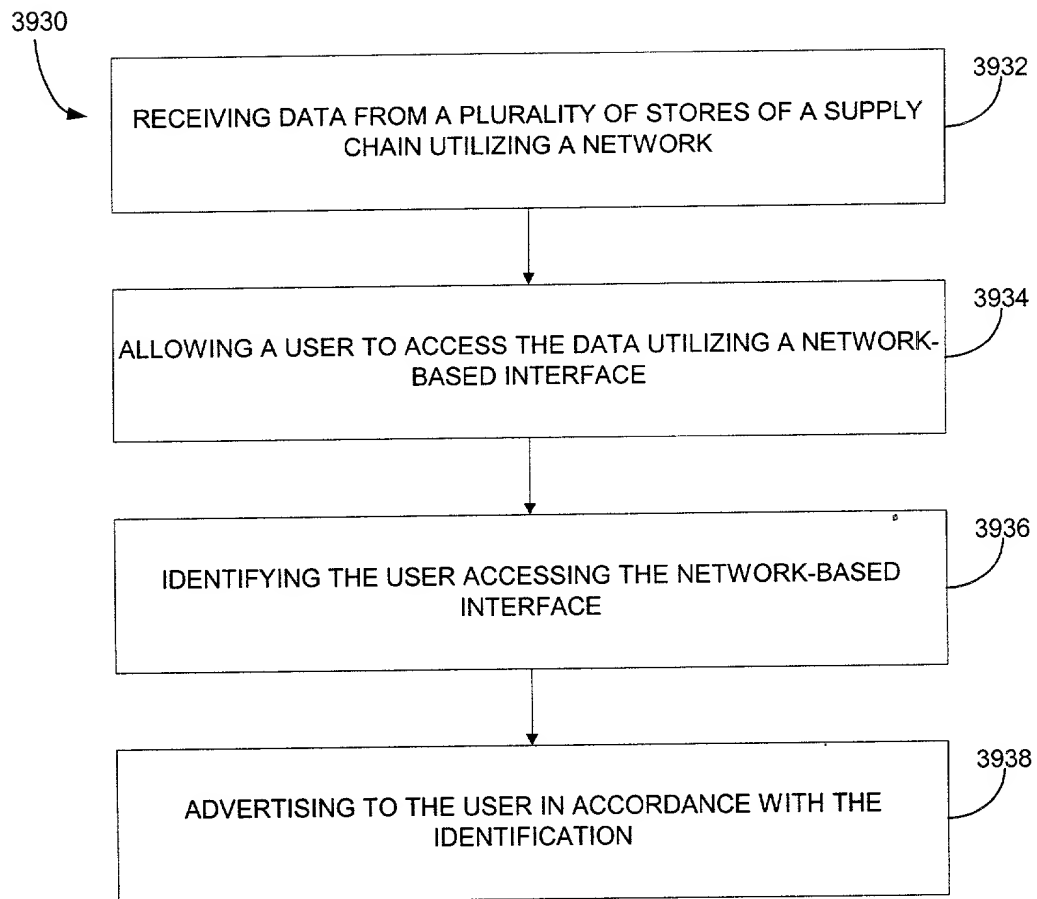


FIG. 39

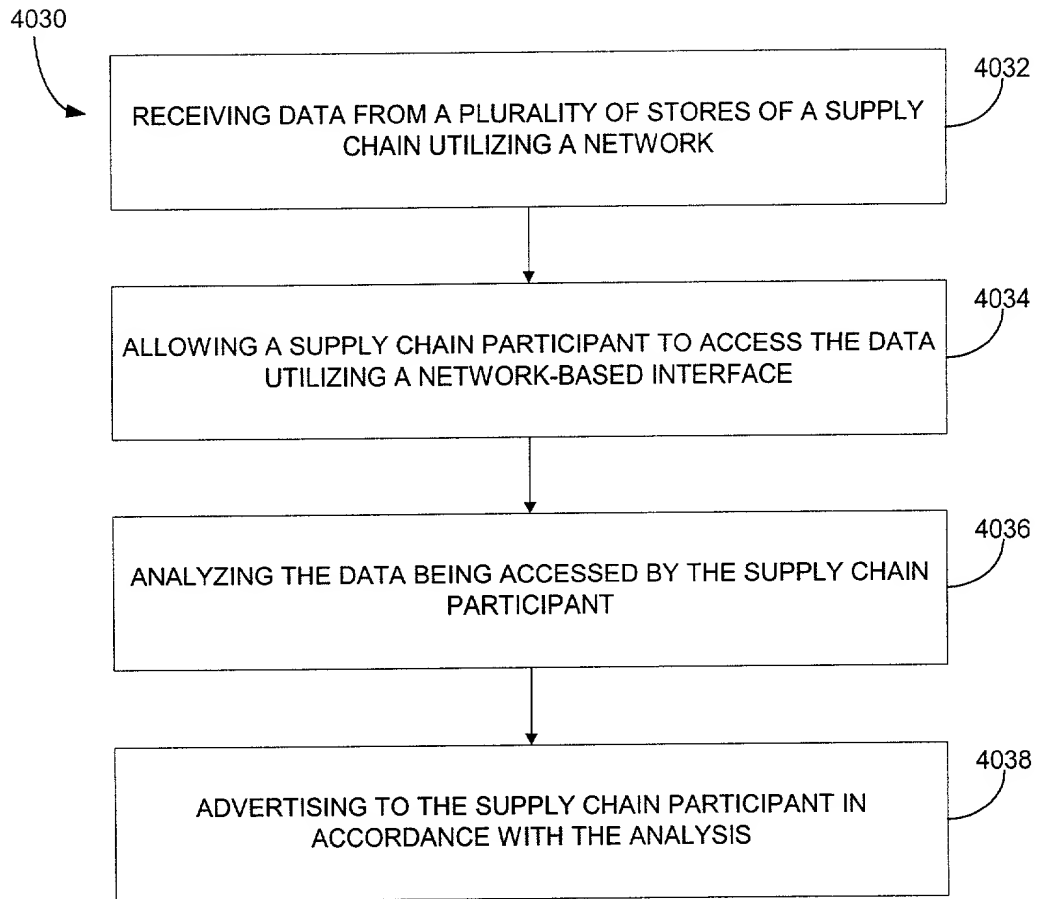


FIG. 40

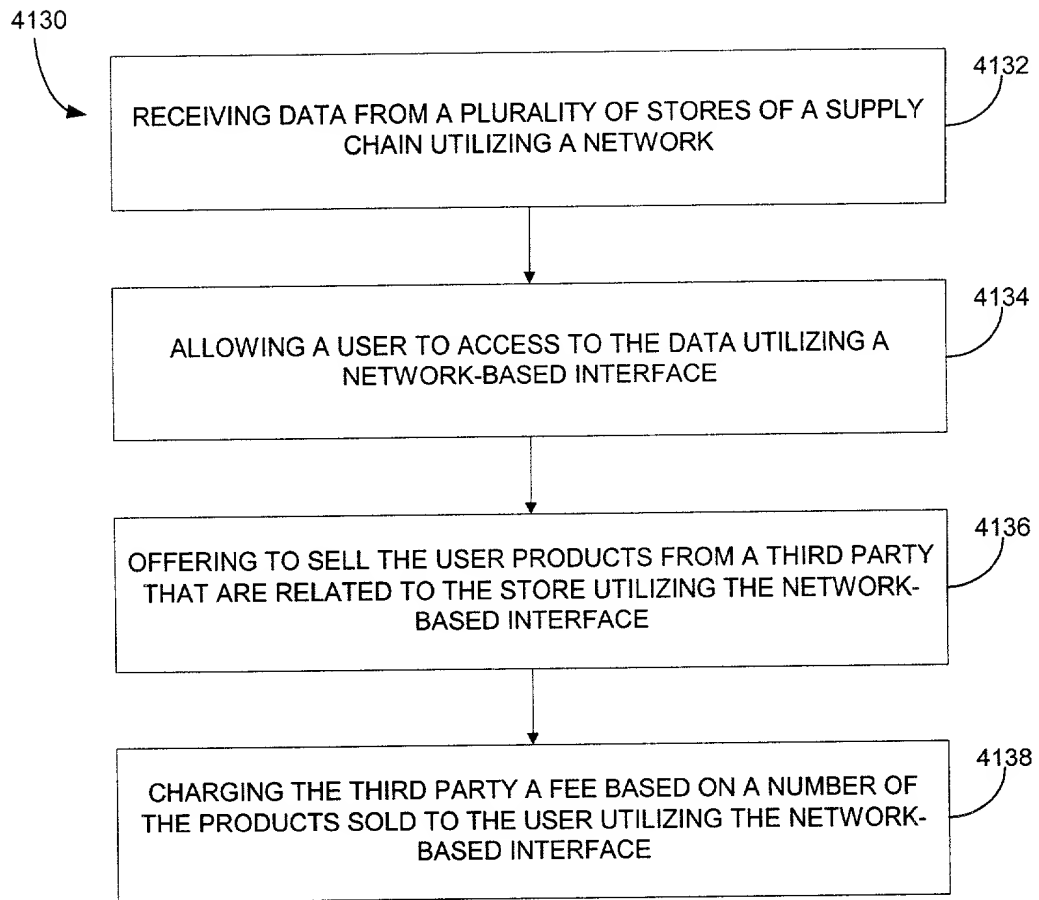


FIG. 41

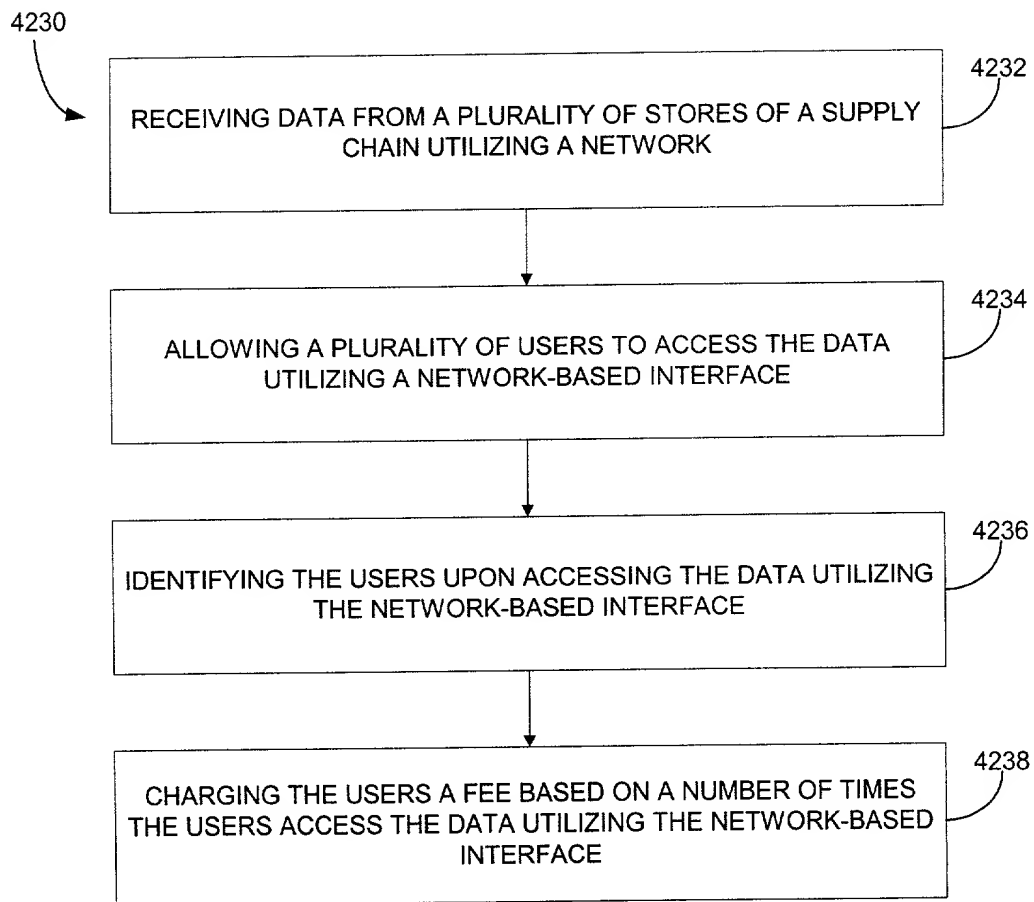


FIG. 42

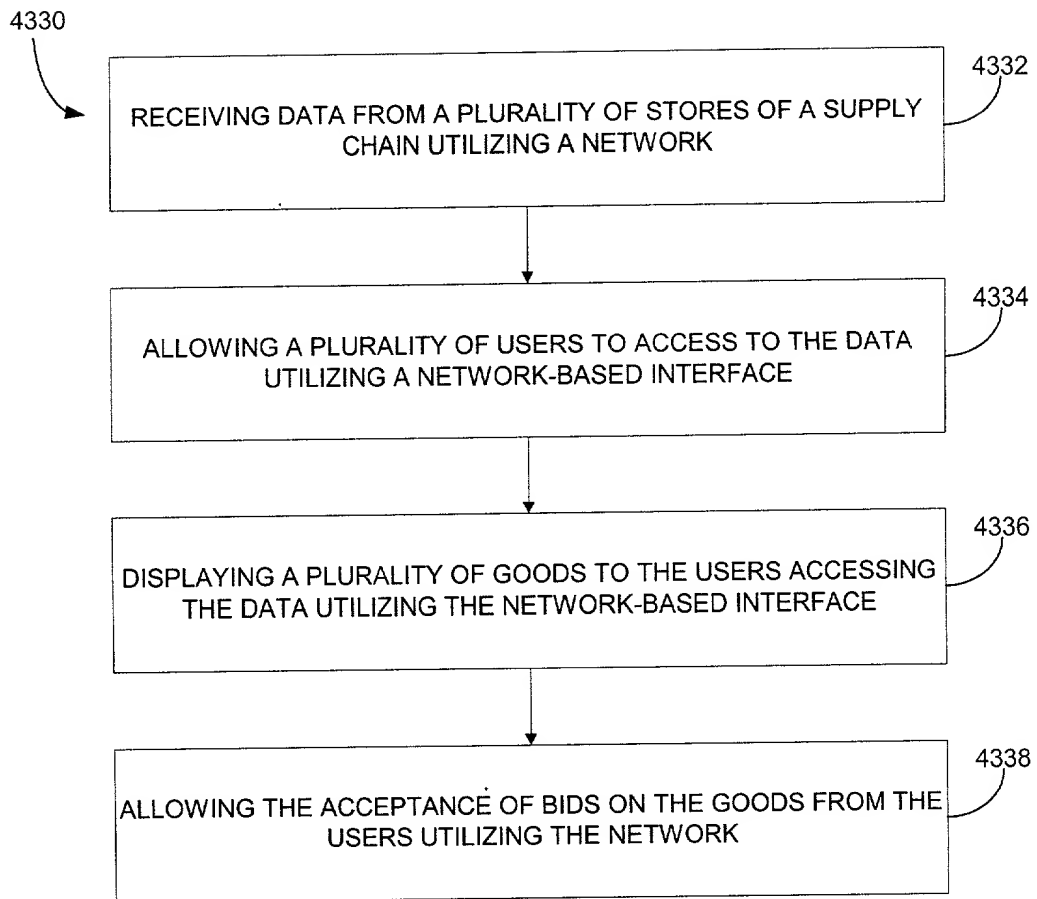


FIG. 43A

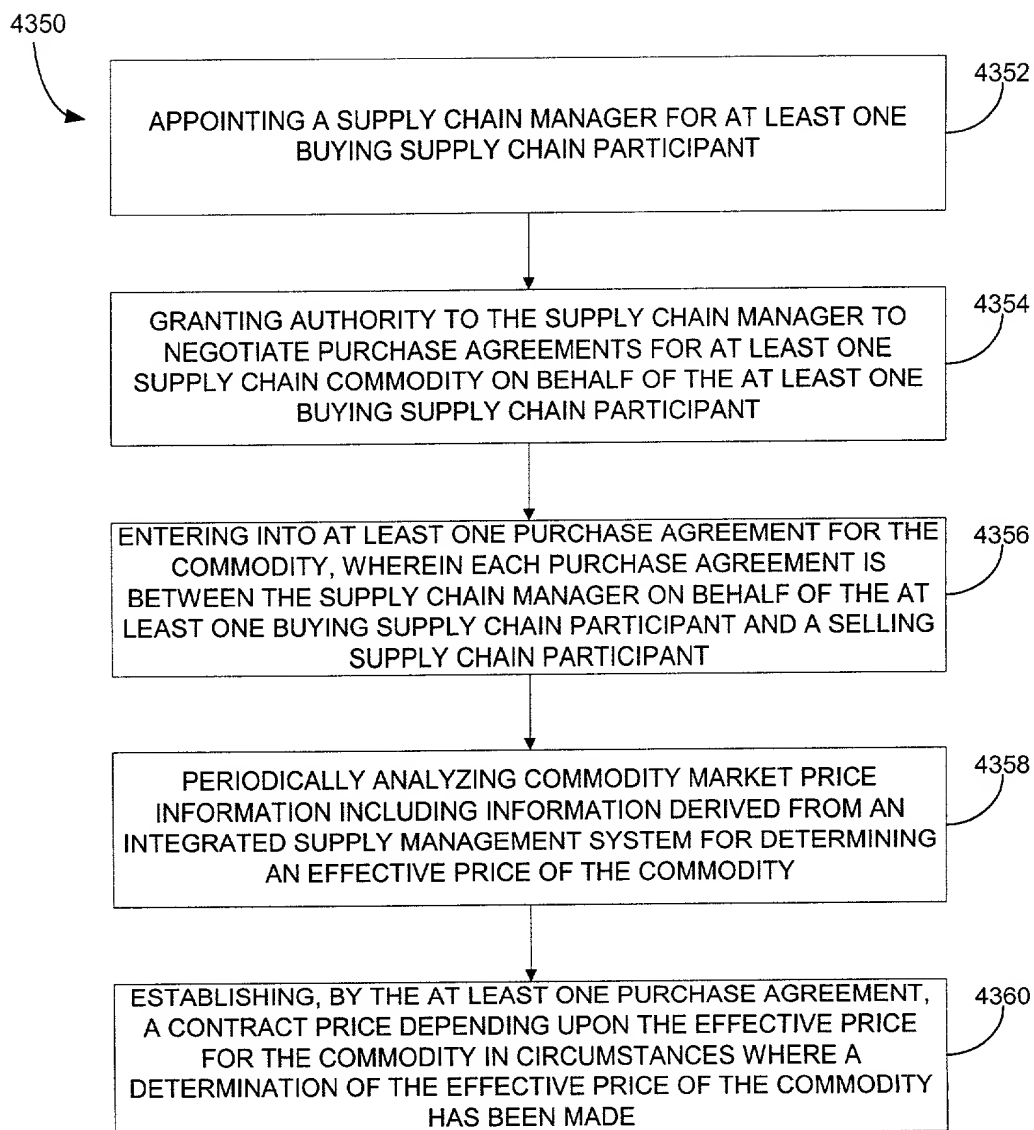


FIG. 43B

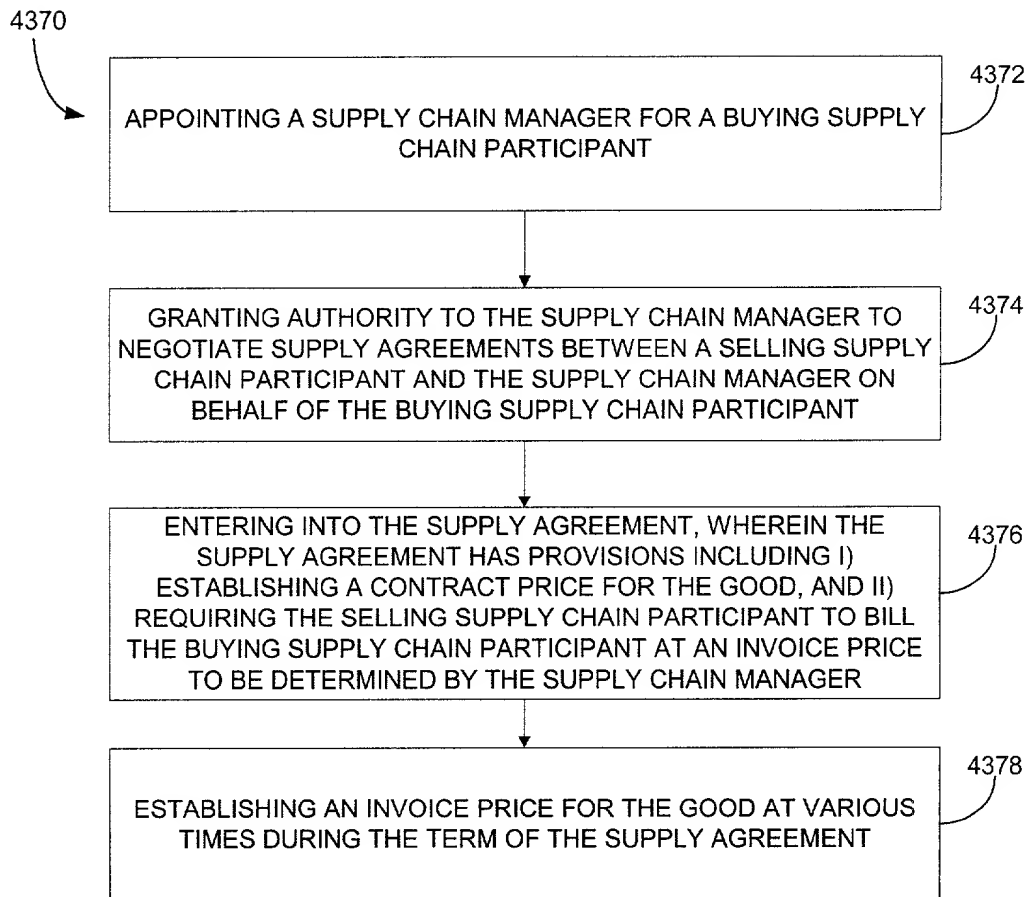


FIG. 43C

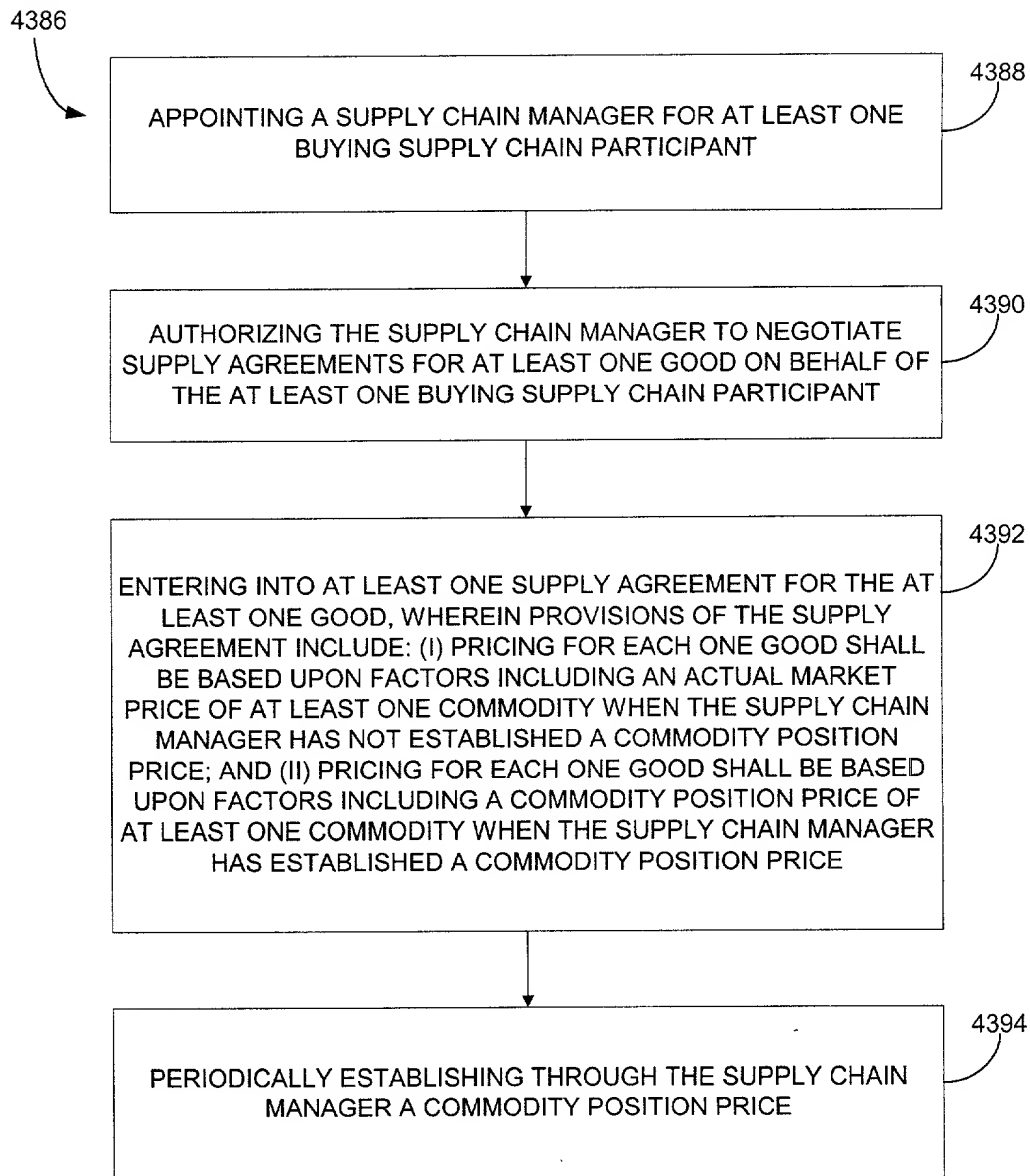


FIG. 43D

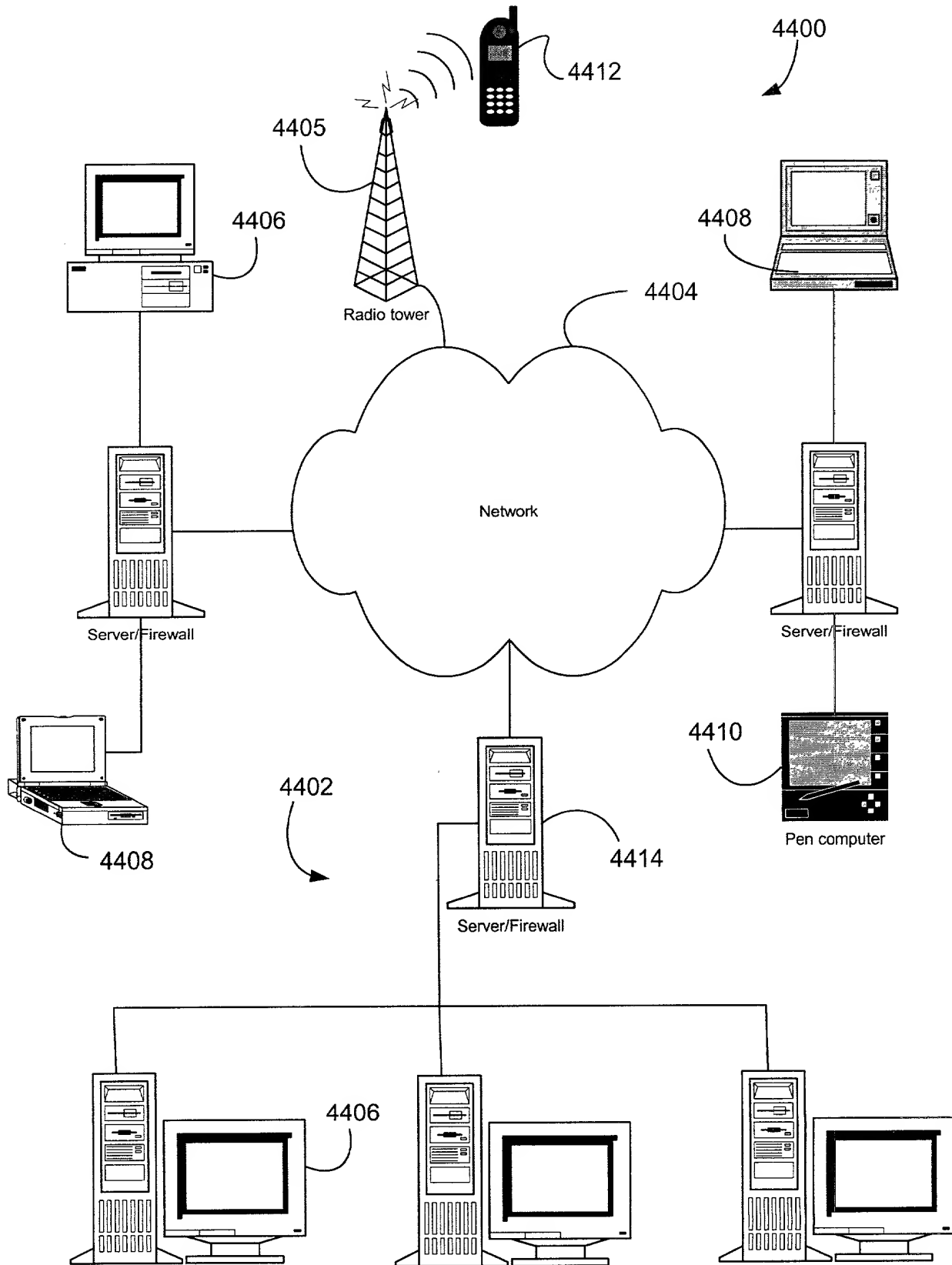


FIG. 44

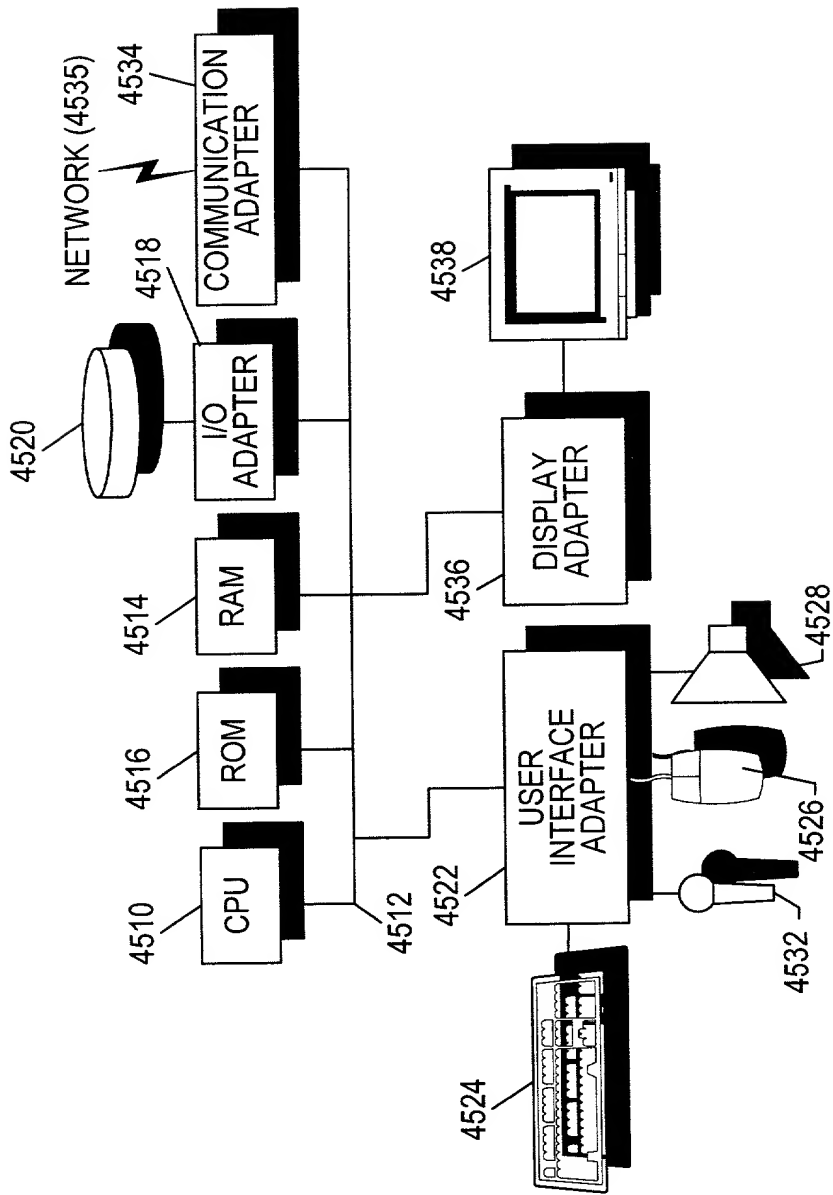


FIG. 45

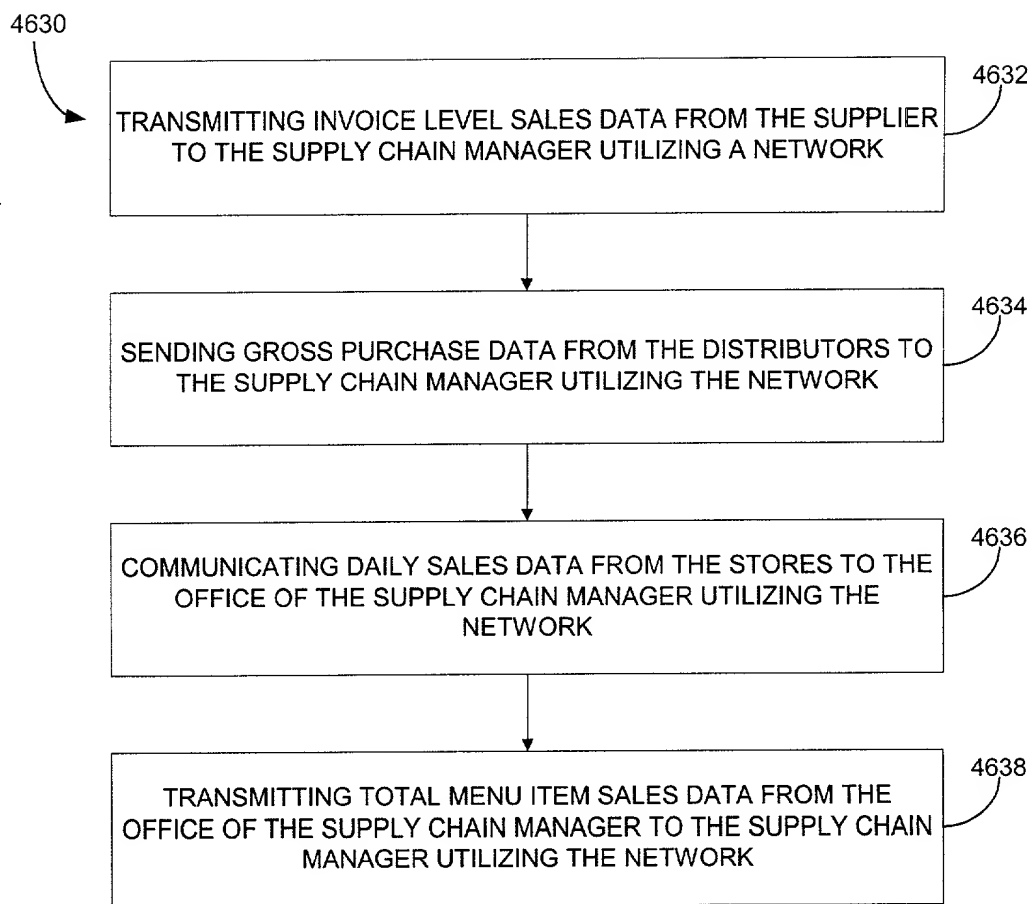


FIG. 46

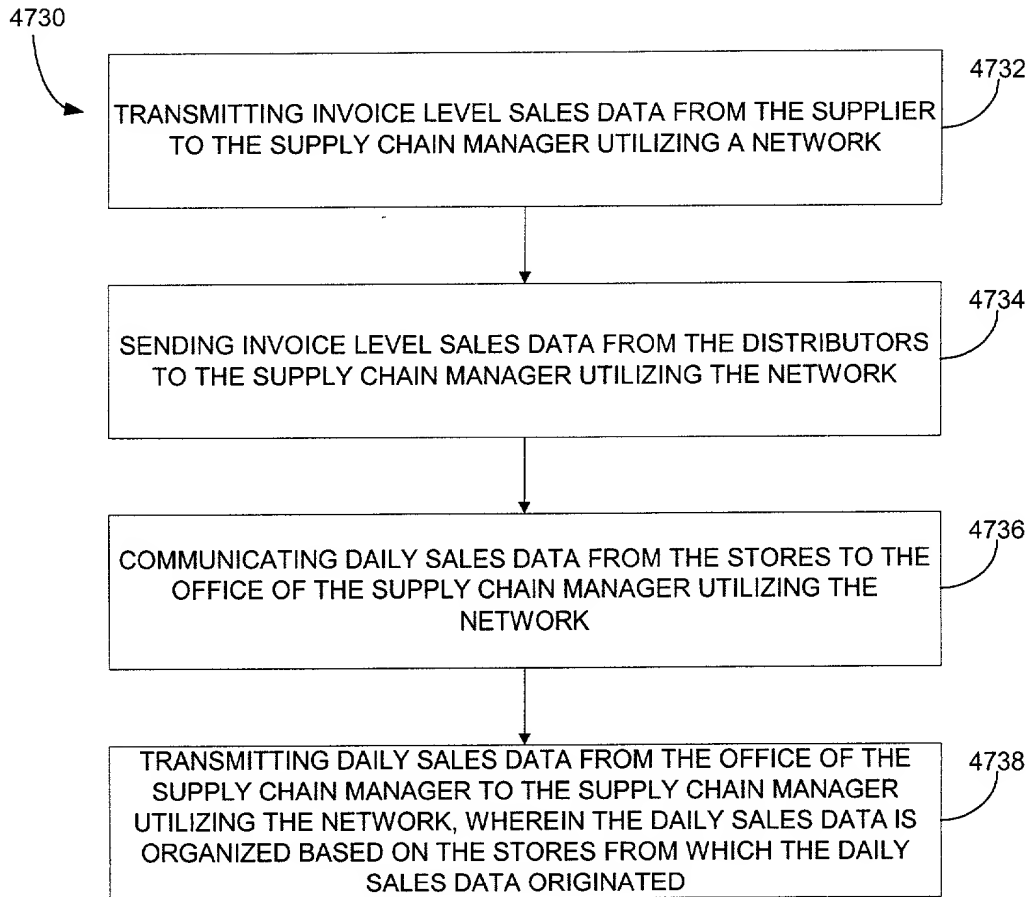


FIG. 47

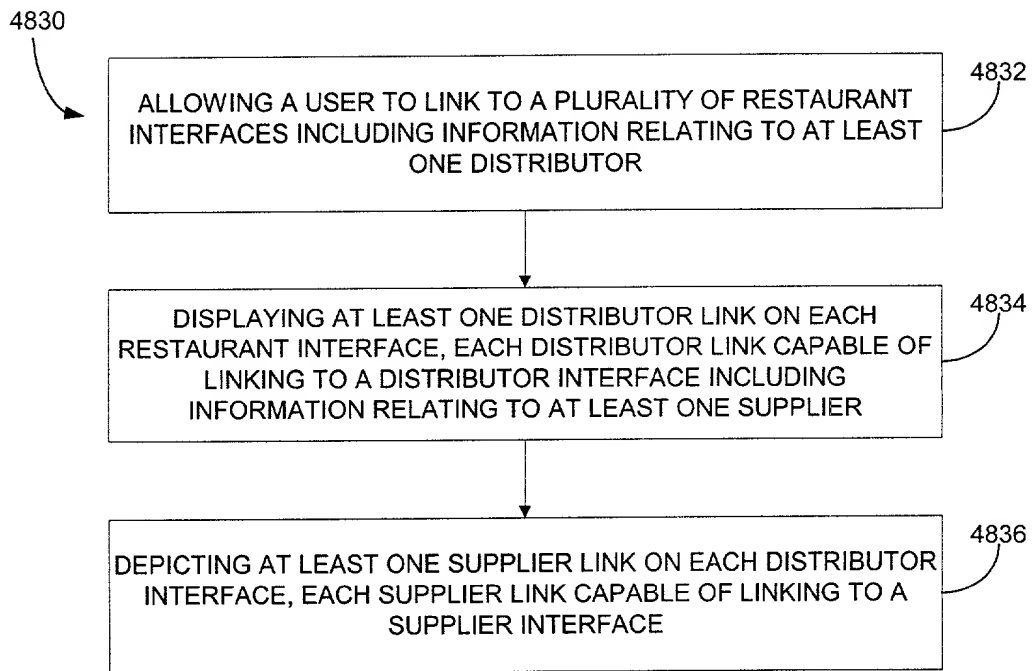


FIG. 48



Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name

franchisee

Password

XXXXXXXXXX

Enter Site

4902



About RSI

4904

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

Contact Information

Map/Directions

General Information

Legal Information

More About RSI

Help

BKC link

NFA link



4900



Click For Help

FIG. 49

www.rsiweb.com

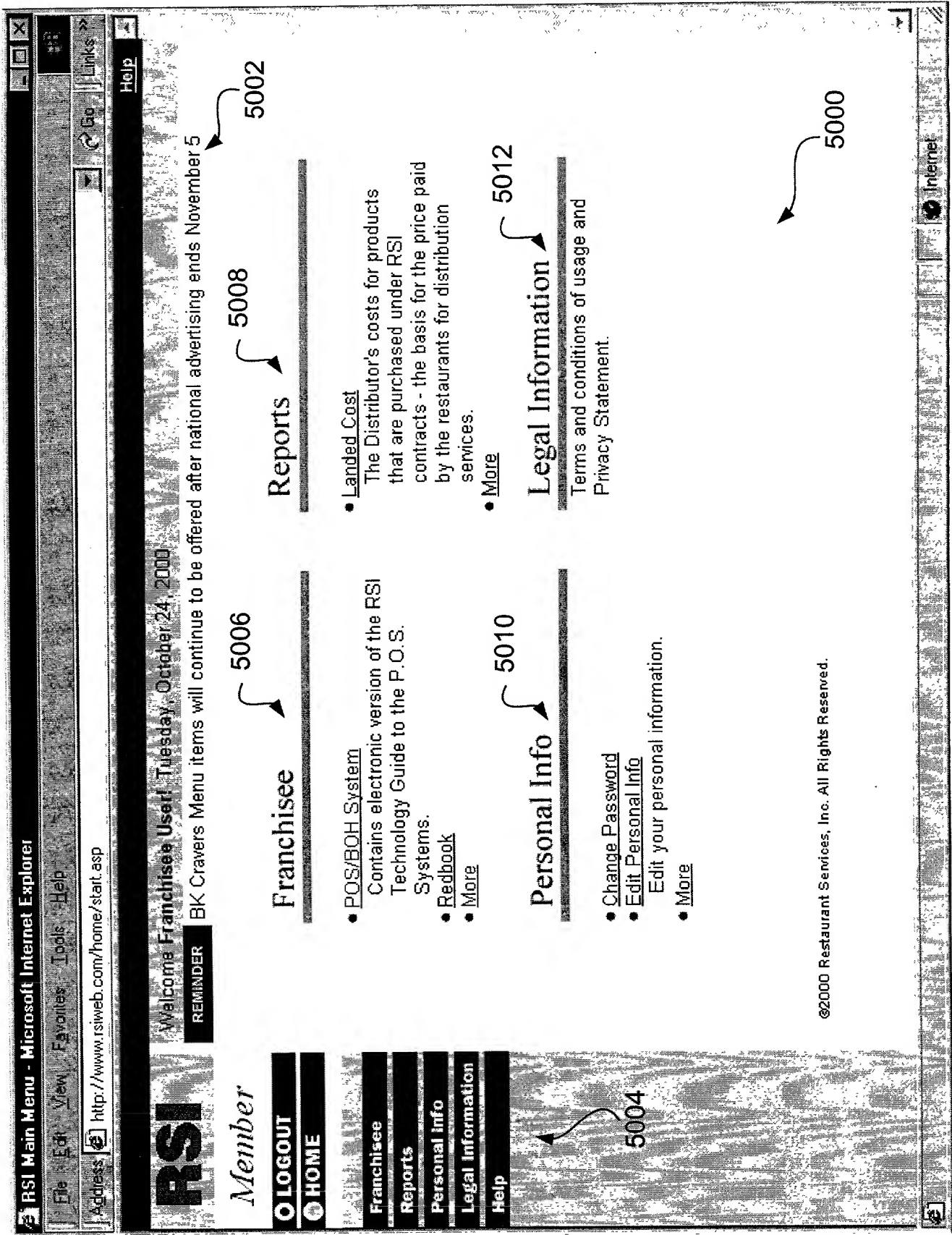


FIG. 50

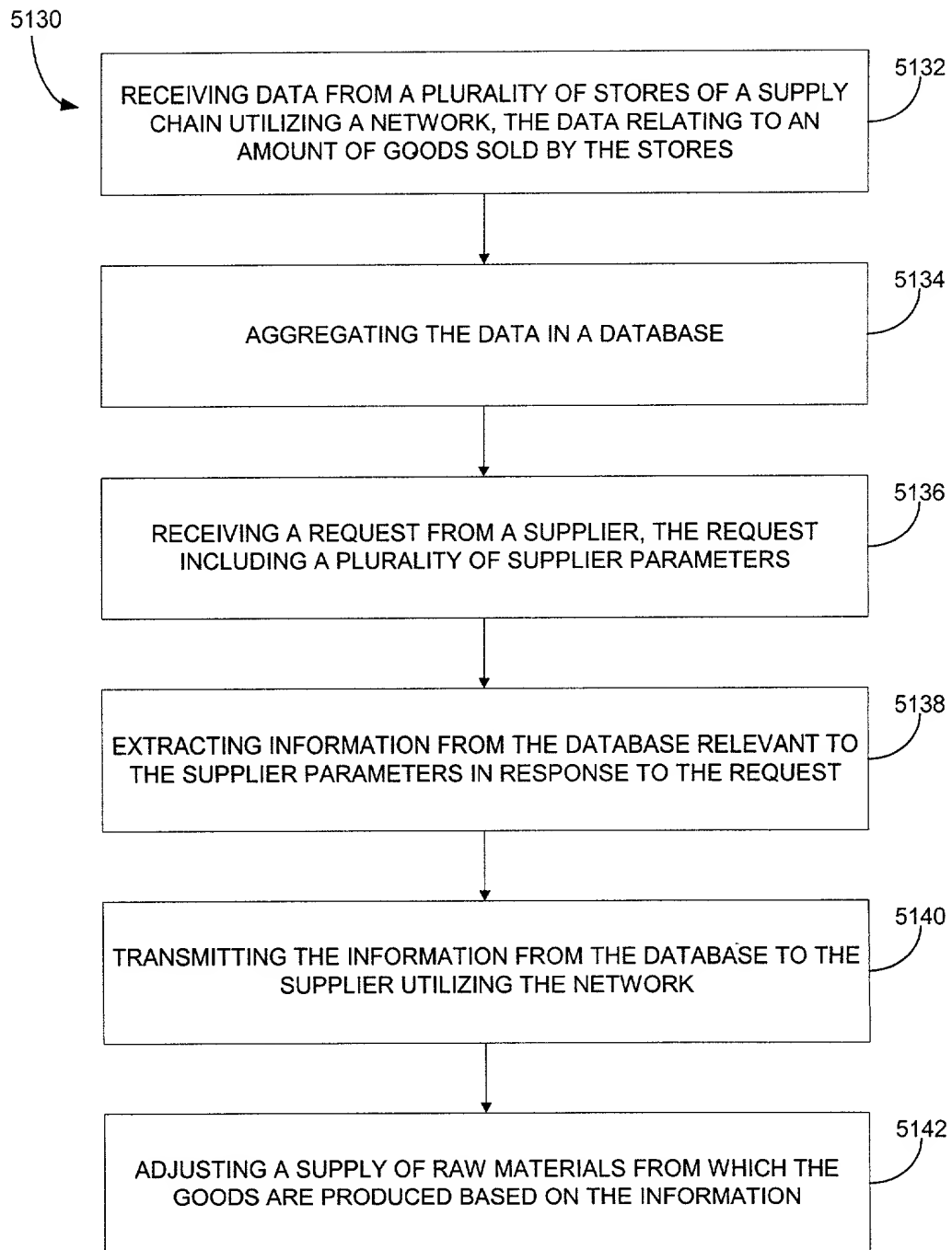


FIG. 51

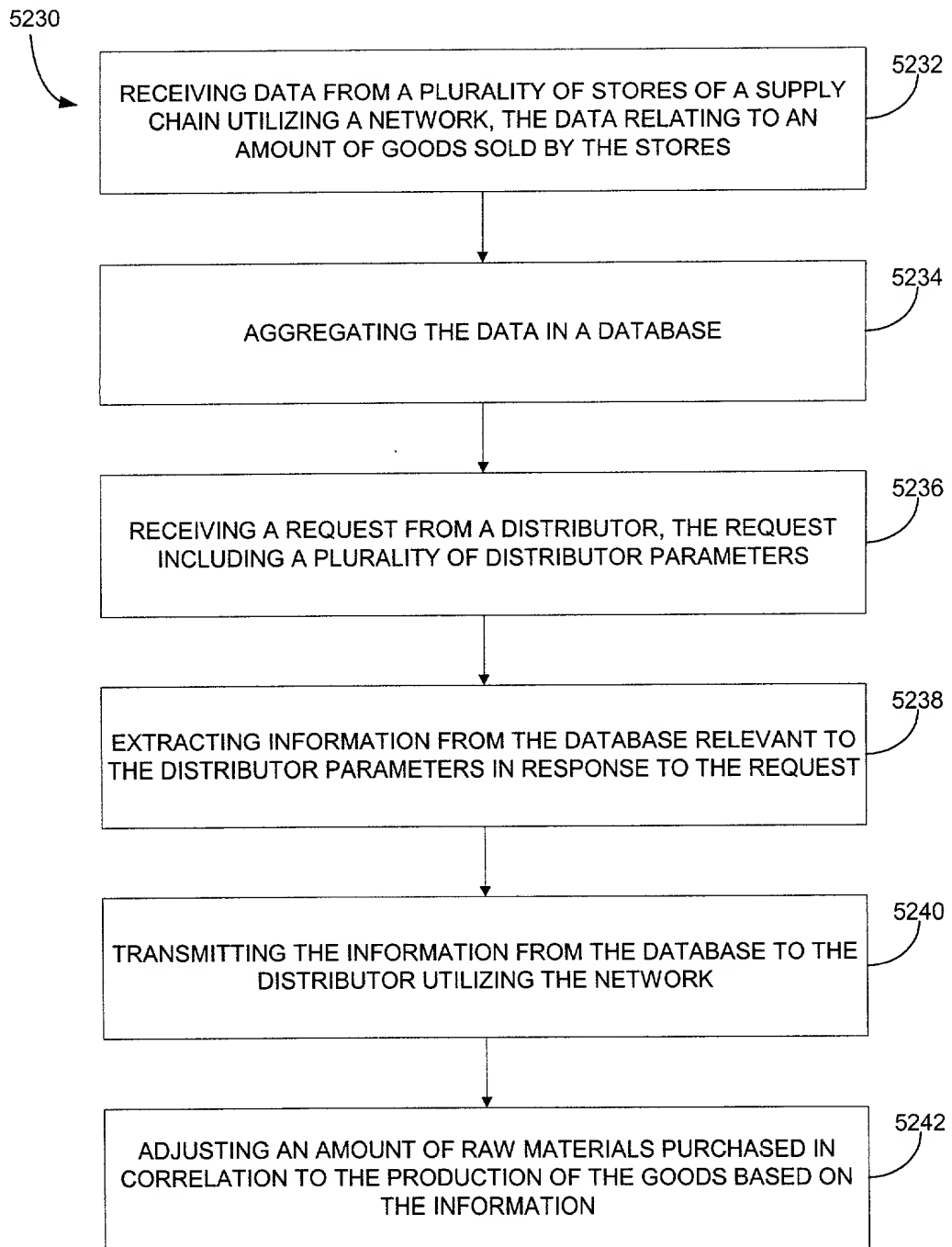


FIG. 52



Distributor

LOGOUT
HOME

Reports
Personal Info
Legal Information
Help

Printer Friendly Version

POS Implied Daily Usage - Distributor
Tuesday, October 24, 2000

5300

Distribution Company: REINHART FOODSERVICE
Distribution Center: REINHART - CEDAR RAPIDS, IA

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DC Item No		Item Description		% Chg 14 Day Avg	14 Day Rolling (Total Cases)														Week Ending Total			
Number of Restaurants Served by DC					10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/25	9/18
18986 SAUCE: BBQ BULK BULLSEYE						18	21	23	18	16	16	14	13	14	19	19	16	13	109	96	90	72
20788 MUSTARD: BULK BK						12	19	20	16	14	14	13	14	19	19	16	15	110	104	104	100	
24340 MAYONNAISE BULK BK						134	197	211	173	156	154	153	150	200	206	175	165	1184	1146	1142	1109	
24966 STRAW: WRAPPED 7.75" BK						21	33	34	27	25	24	24	24	34	33	27	24	189	179	186	178	
25318 FORK: WRAPPED BULK BK						10	11	12	10	9	8	9	11	12	11	10	9	70	71	66	68	
25452 KNIFE: WRAPPED BULK BK						3	3	3	3	2	2	2	3	3	3	3	2	18	15	8	9	
27662 KETCHUP: BULK BAG IN BOX						89	134	142	116	104	102	101	100	136	139	115	106	796	771	776	743	
27660 KETCHUP: PACKETS 10g BK						127	194	205	180	143	142	139	144	197	197	160	142	1112	1070	1078	1044	

FIG. 53

RSI*Distributor***LOGOUT****HOME****Reports****Personal Info****Legal Information****Help**[Printer Friendly Version](#)

REINHART - CEDAR RAPIDS, IA

Local Promotion Summary by DC

Tuesday, October 24, 2000

5400

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Local Promotion Option	ADI	Start Date	Projected Dly Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	5/1/00	85	99	8	
	Davenport-RI-Moline, IA	5/1/00	85	32	17	
	Des Moines-Ames, IA	7/10/00	85	17	28	
	Omaha, NE	7/10/00	85	17	50	
	Peoria, IL	6/1/00	85	99	17	
	Sioux City, IA	6/26/00	85	99	10	
	Springfield-Decatur-Chmpg, IL	6/1/00	85	99	1	
32 oz. Motor Cup Total					131	
Big King	Cedar Rapids-Waterloo-Duba, IA	4/15/00		99	19	
	Davenport-RI-Moline, IA	4/15/00		99	17	
	Omaha-Kirksville, IA	4/15/00		99	3	
Big King Total					39	
Pancake Minis	Chicago, IL	5/15/00	20	99	8	
	Peoria, IL	5/1/00	20	99	17	
	Sioux City, IA	4/15/00	20	99	10	
Pancake Minis Total					35	

FIG. 54

Help

5500

POS Implied Daily Usage - Supplier
Tuesday, October 24, 2000

Supplier: TYSON FOODS

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Supplier User. If you are not Supplier User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

[illegible]

FIG. 55

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/fran/l_rptlc.asp?report=true

Help

RSI

Member

LOGOUT

HOME

Franchisee

Reports

Personal Info

Legal Information

Help

Landed Cost Report

Restaurant Number: 0003473

Date: 10/22/00

Retrieve

5600

Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

Contact Number: 305-529-3409

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DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE THERMAL 2.25" X 165	\$21.27	\$1.57	\$22.84
12860	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18986	369	SAUCE-BULK KRAFT BULLSEYE	\$24.49	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67	MUSTARD-BULK 3 GAL	\$5.45	\$1.57	\$6.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	66	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24500	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98

Done

Internet

FIG. 56

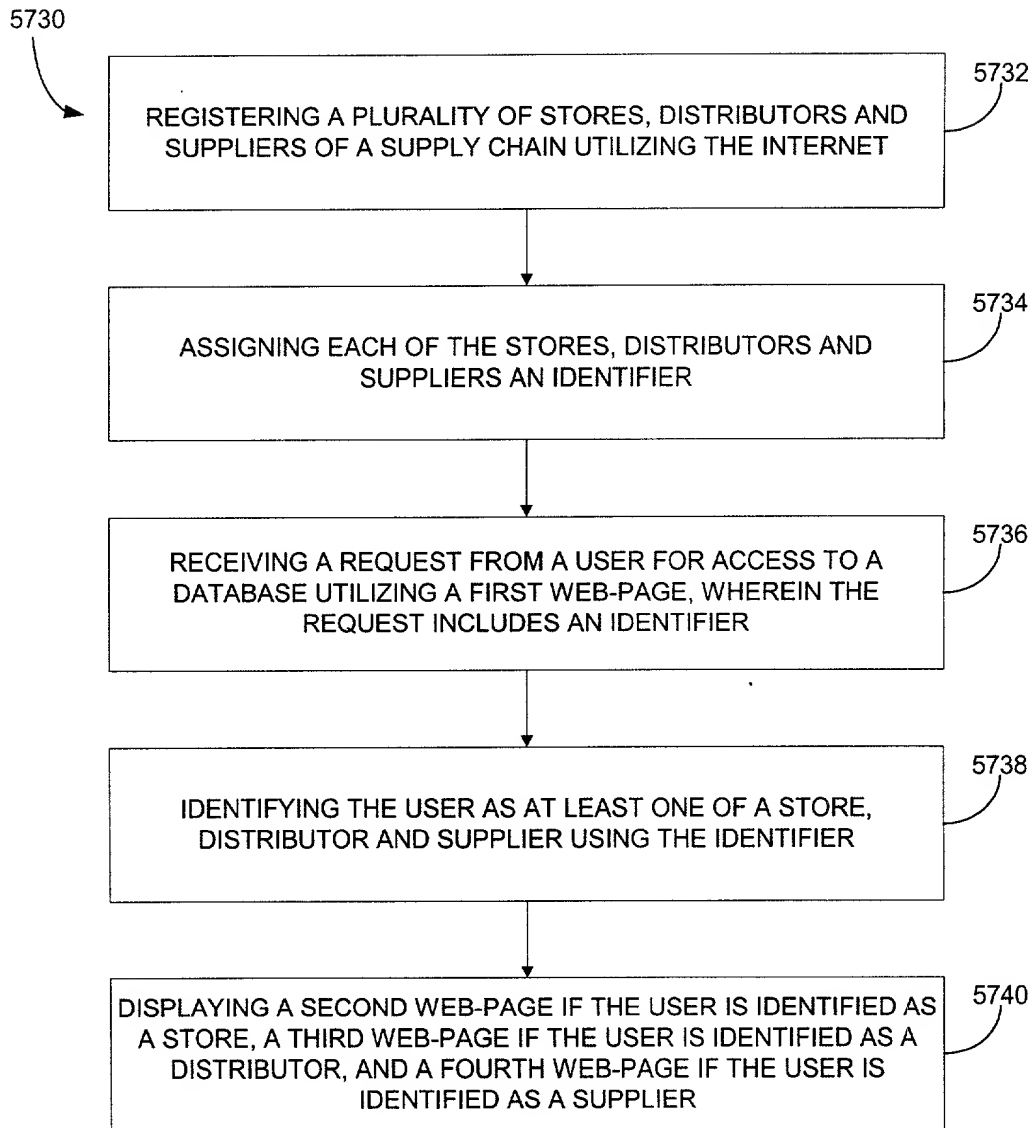


FIG. 57

5802

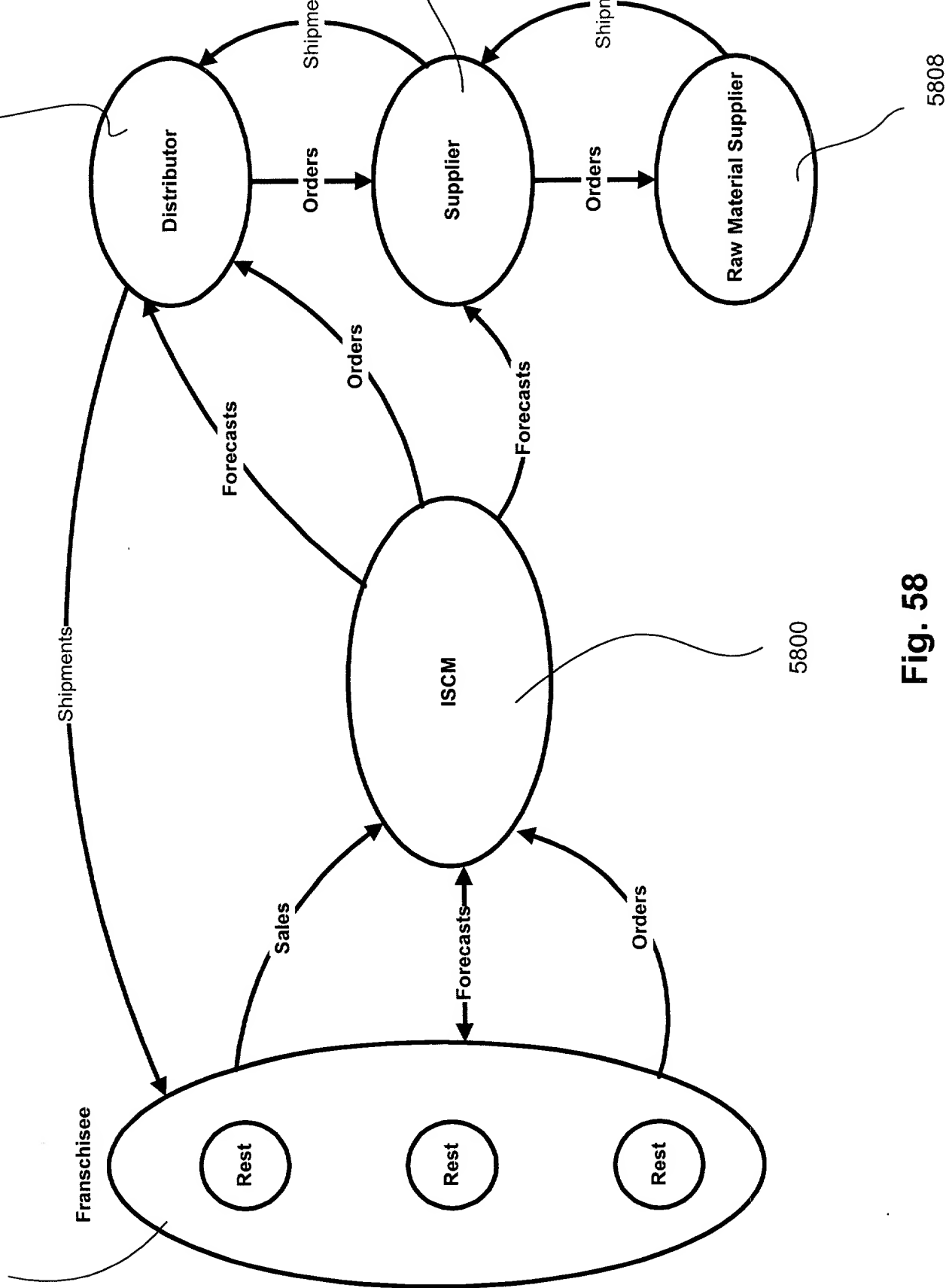


Fig. 58

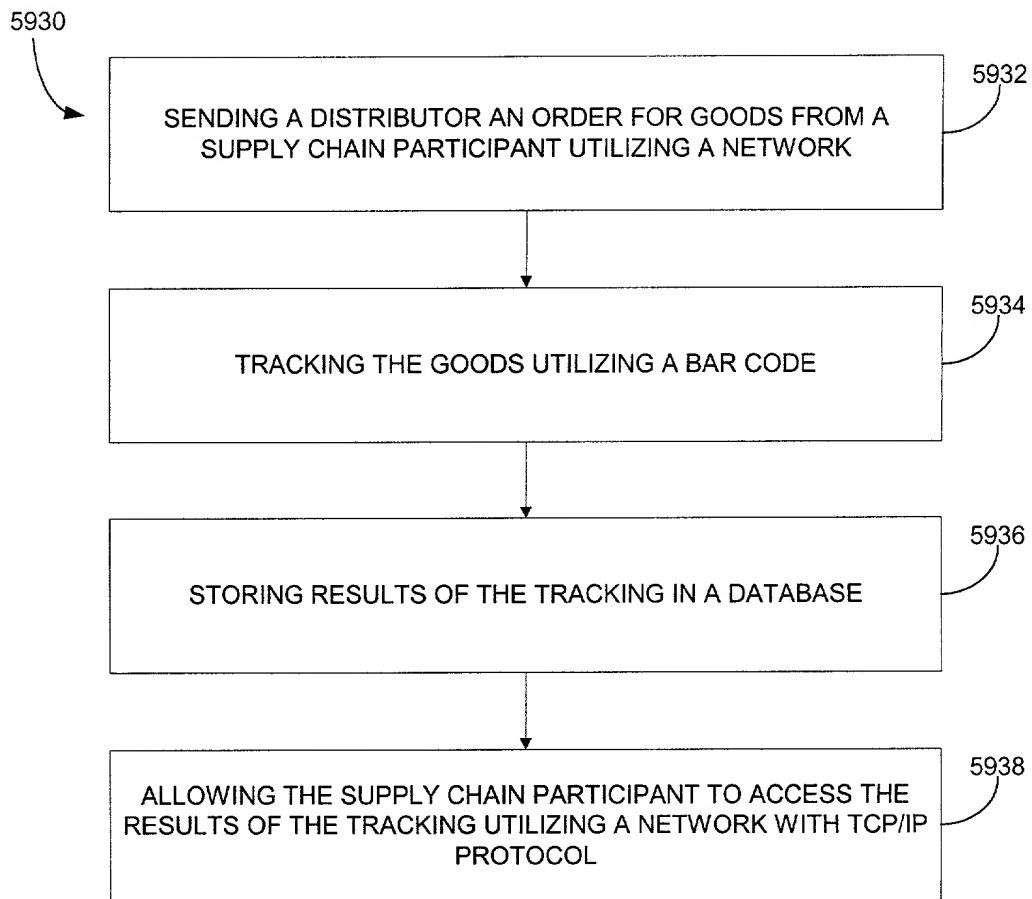


FIG. 59

FIG. 60 is a block diagram of a system architecture for a supply chain management system. The system includes a central Internet 6006, which is connected to a Security and Access Management module 6009. The Internet 6006 is also connected to a Data Store 6012. The Security and Access Management module 6009 is connected to an Order Entry module 6010, a Sales & Usage module 6011, an Invoice module 6013, and a Pymt module 6014. The Data Store 6012 is connected to the Order Entry module 6010, the Sales & Usage module 6011, the Invoice module 6013, and the Pymt module 6014. The Order Entry module 6010 is connected to a Franchisee 6002, a Distributor 6003, a Supplier 6004, and an Admin 6005. The Sales & Usage module 6011 is connected to the Franchisee 6002, the Distributor 6003, the Supplier 6004, and the Admin 6005. The Invoice module 6013 is connected to the Franchisee 6002, the Distributor 6003, the Supplier 6004, and the Admin 6005. The Pymt module 6014 is connected to the Franchisee 6002, the Distributor 6003, the Supplier 6004, and the Admin 6005. The Franchisee 6002 is connected to three R1 modules 6001. The Distributor 6003 is connected to three Shipments modules 6007. The Supplier 6004 is connected to three Orders modules 6008 and three Shipments modules 6009. The Admin 6005 is connected to five modules: SCM 6015, Franchisee 6016, Dist 6017, Suppl 6018, and NFA 6019. The SCM 6015 is connected to the Franchisee 6002, the Distributor 6003, the Supplier 6004, and the Admin 6005. The Franchisee 6016 is connected to the Franchisee 6002, the Distributor 6003, the Supplier 6004, and the Admin 6005. The Dist 6017 is connected to the Franchisee 6002, the Distributor 6003, the Supplier 6004, and the Admin 6005. The Suppl 6018 is connected to the Franchisee 6002, the Distributor 6003, the Supplier 6004, and the Admin 6005. The NFA 6019 is connected to the Franchisee 6002, the Distributor 6003, the Supplier 6004, and the Admin 6005.

6002

6004

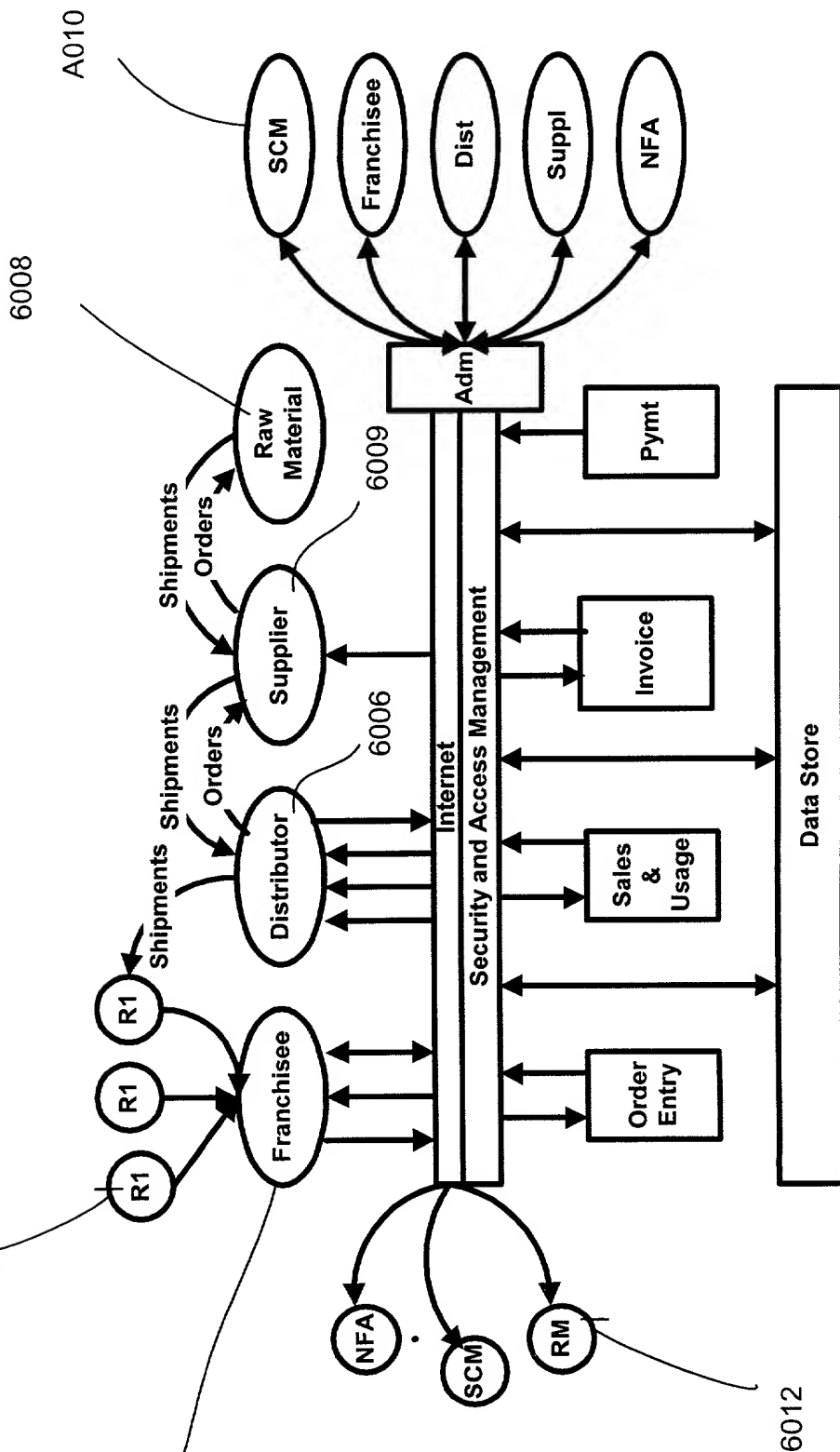


Fig. 60

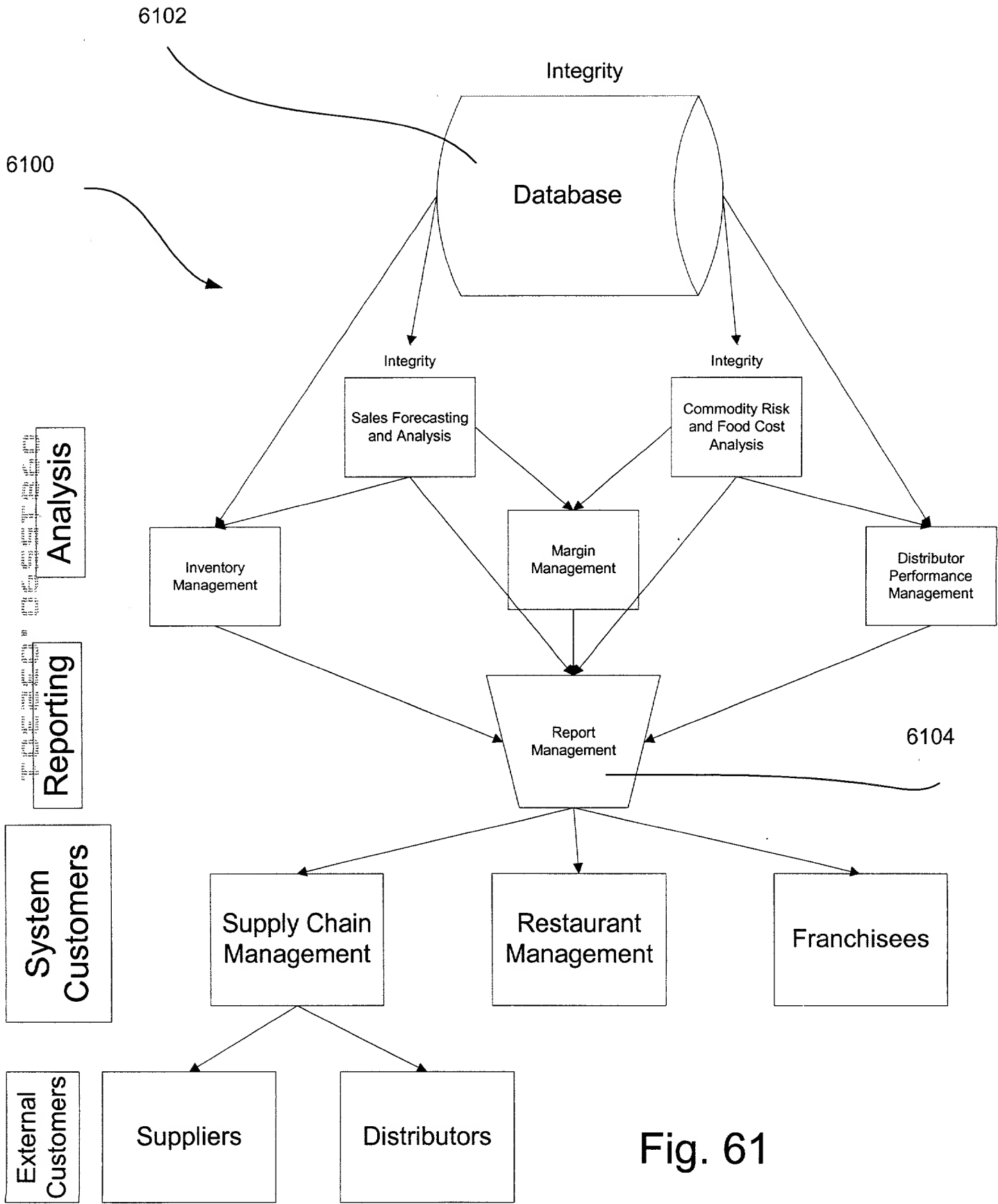


Fig. 61

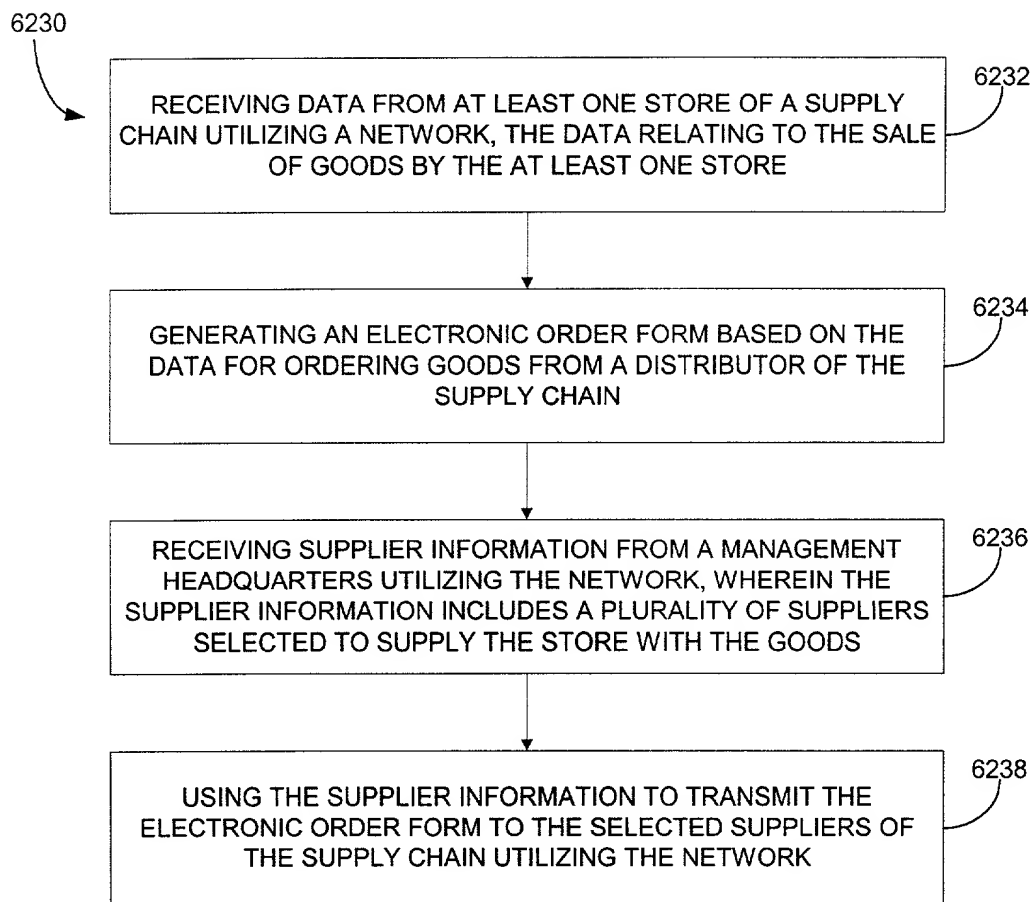


FIG. 62

6300

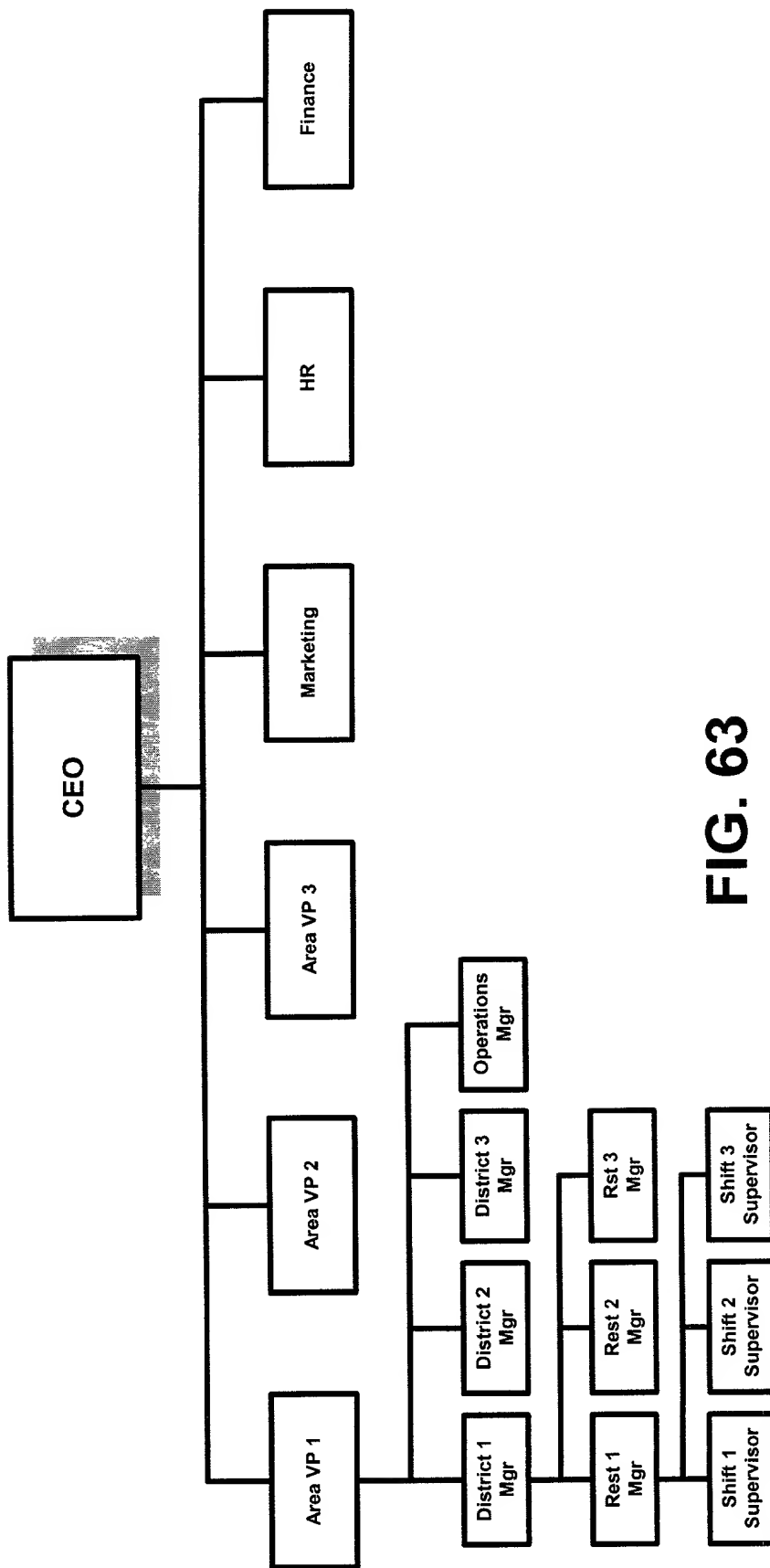


FIG. 63

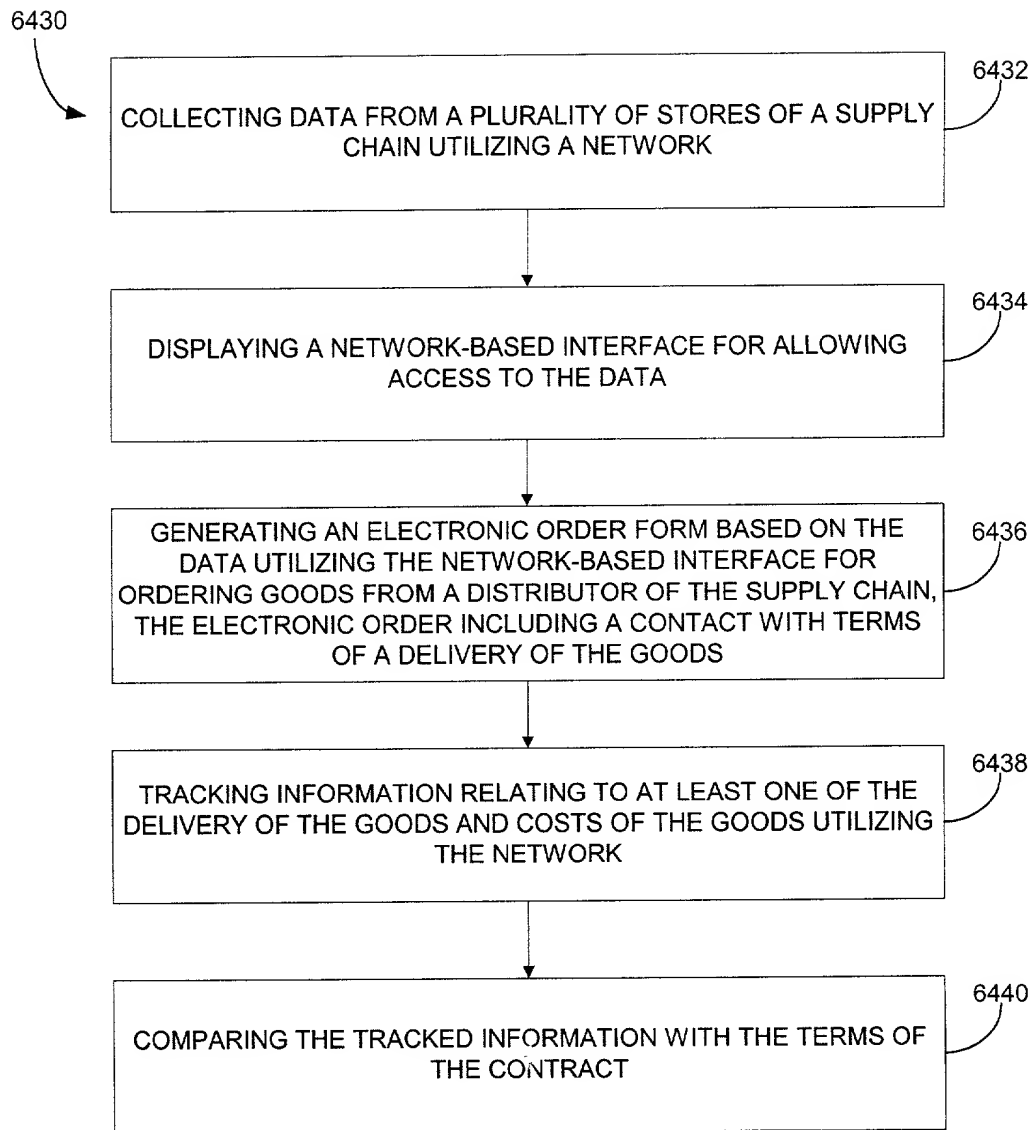


FIG. 64

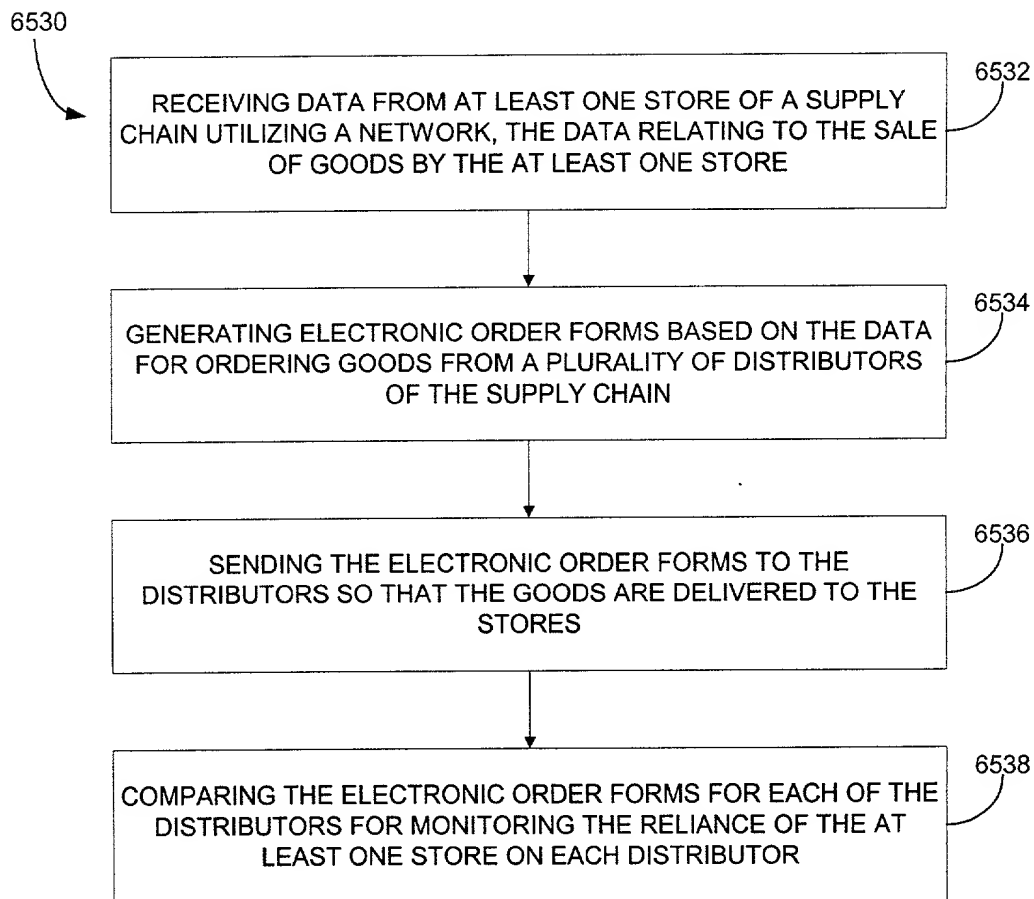


FIG. 65

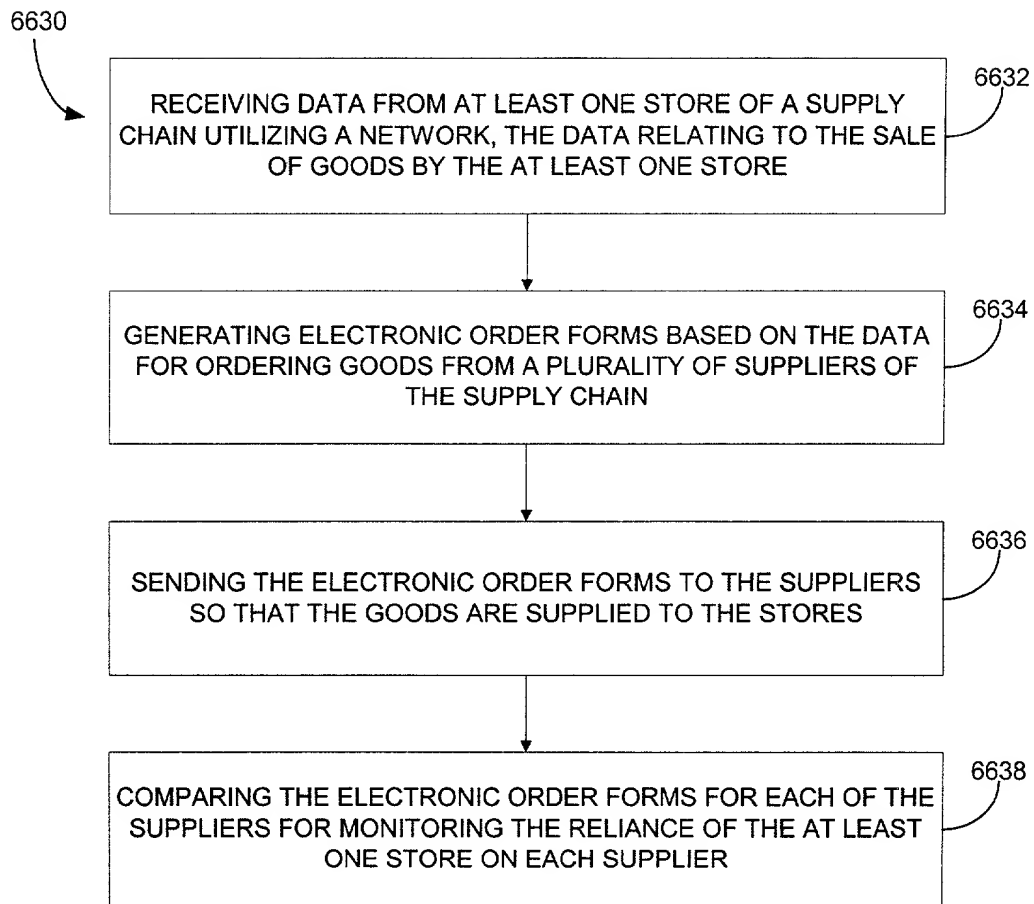


FIG. 66

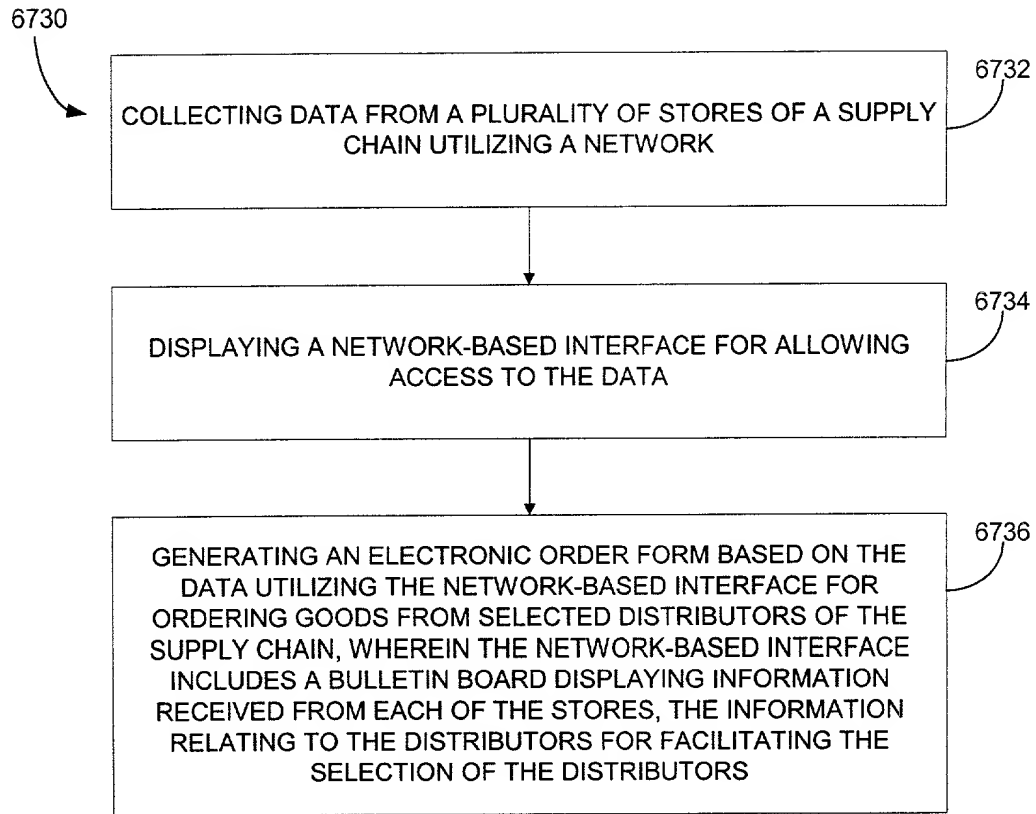


FIG. 67

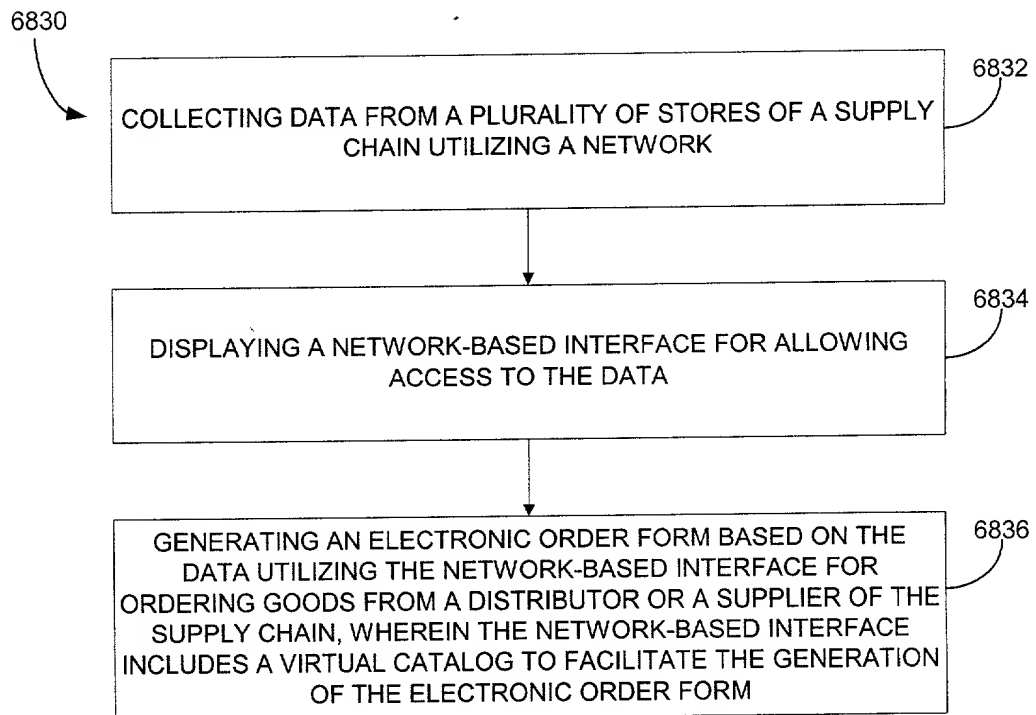


FIG. 68

1. A method for determining high level functional requirements, comprising:
2. defining customers/users;
3. gathering VOC;
4. determining CTQ's;
5. defining features;
6. determining high level functional requirements.

6900

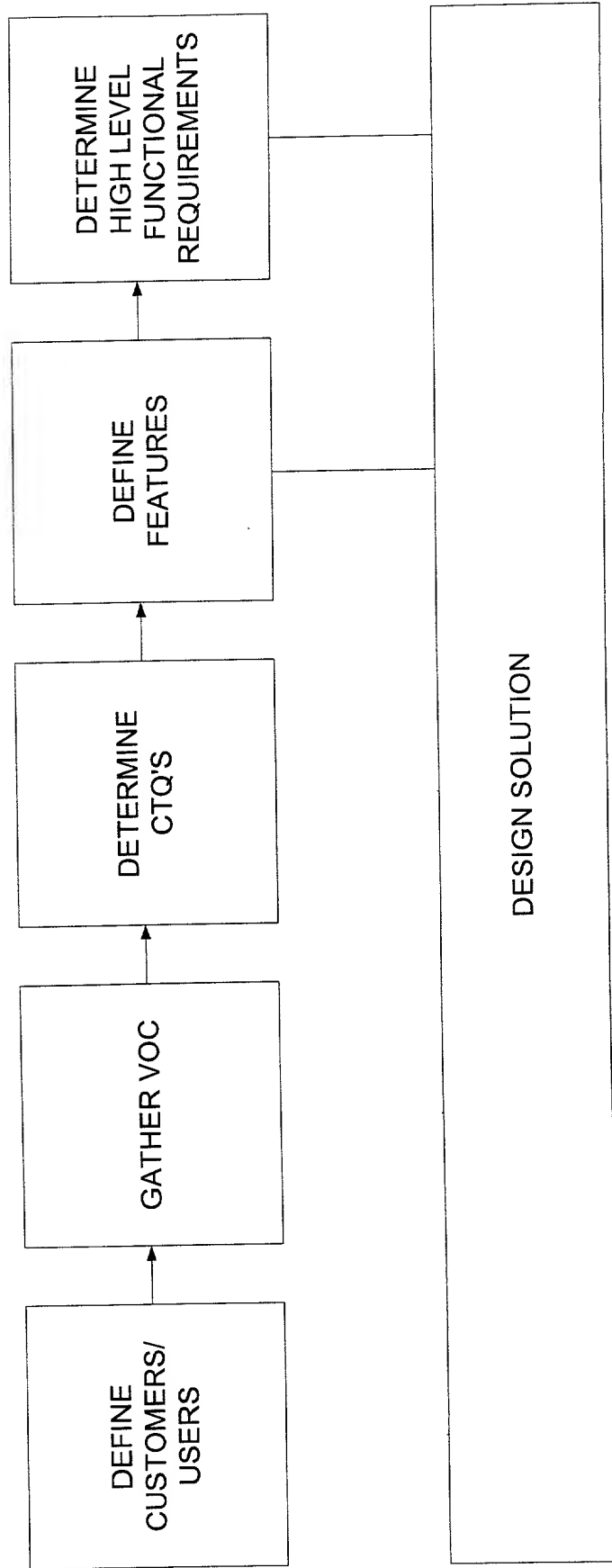


FIG. 69

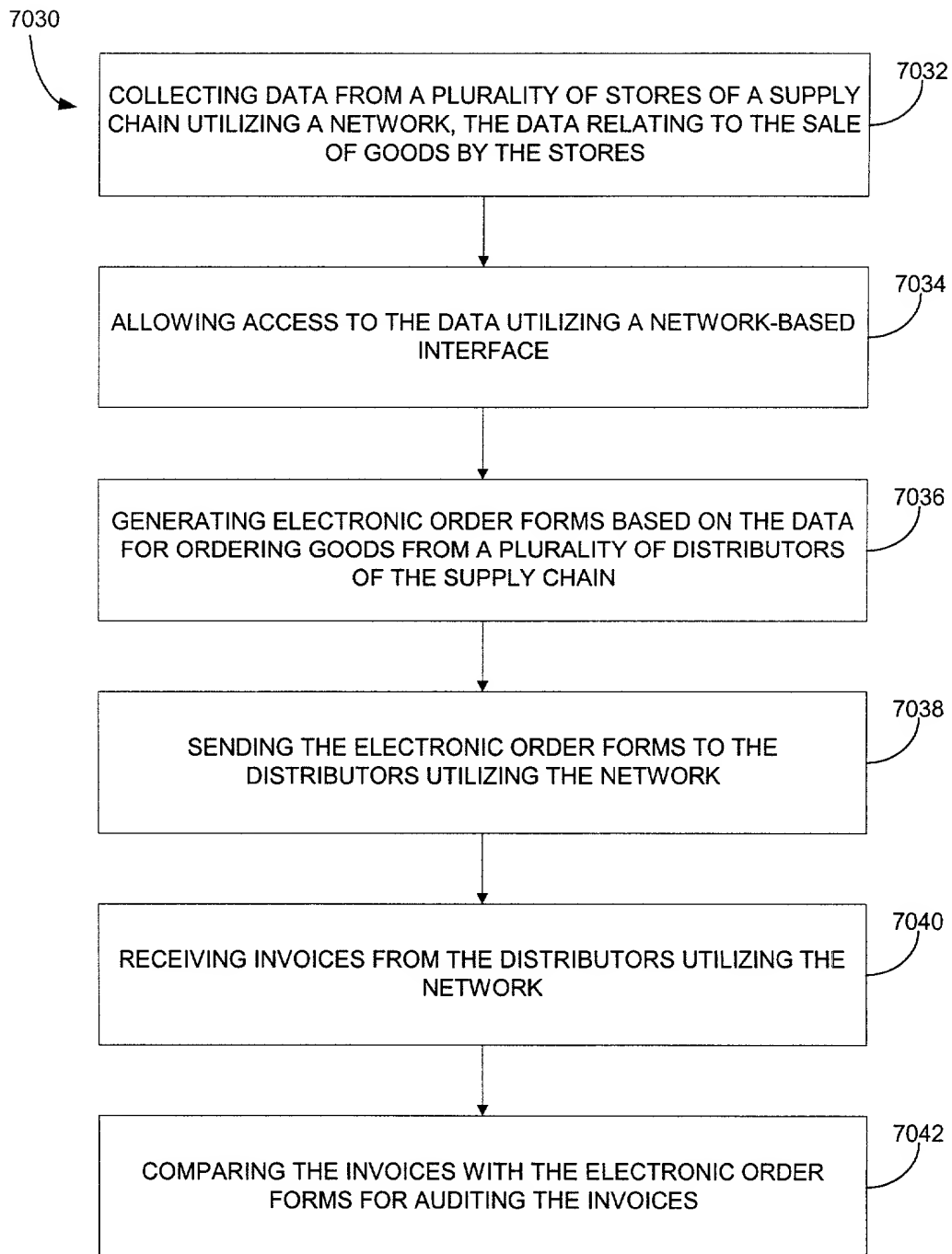


FIG. 70

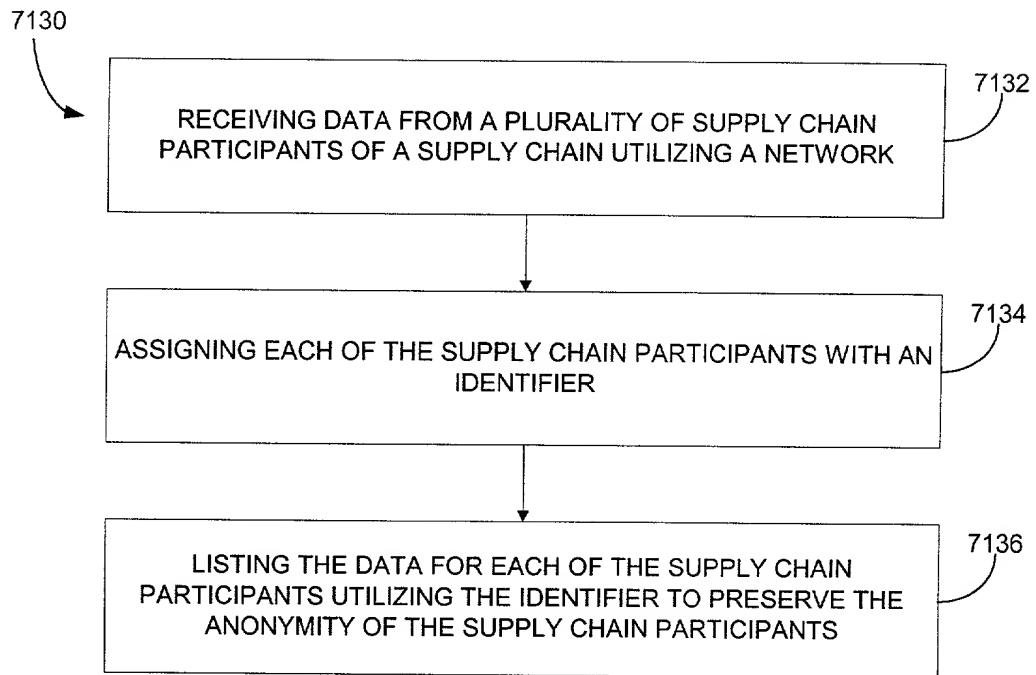


FIG. 71

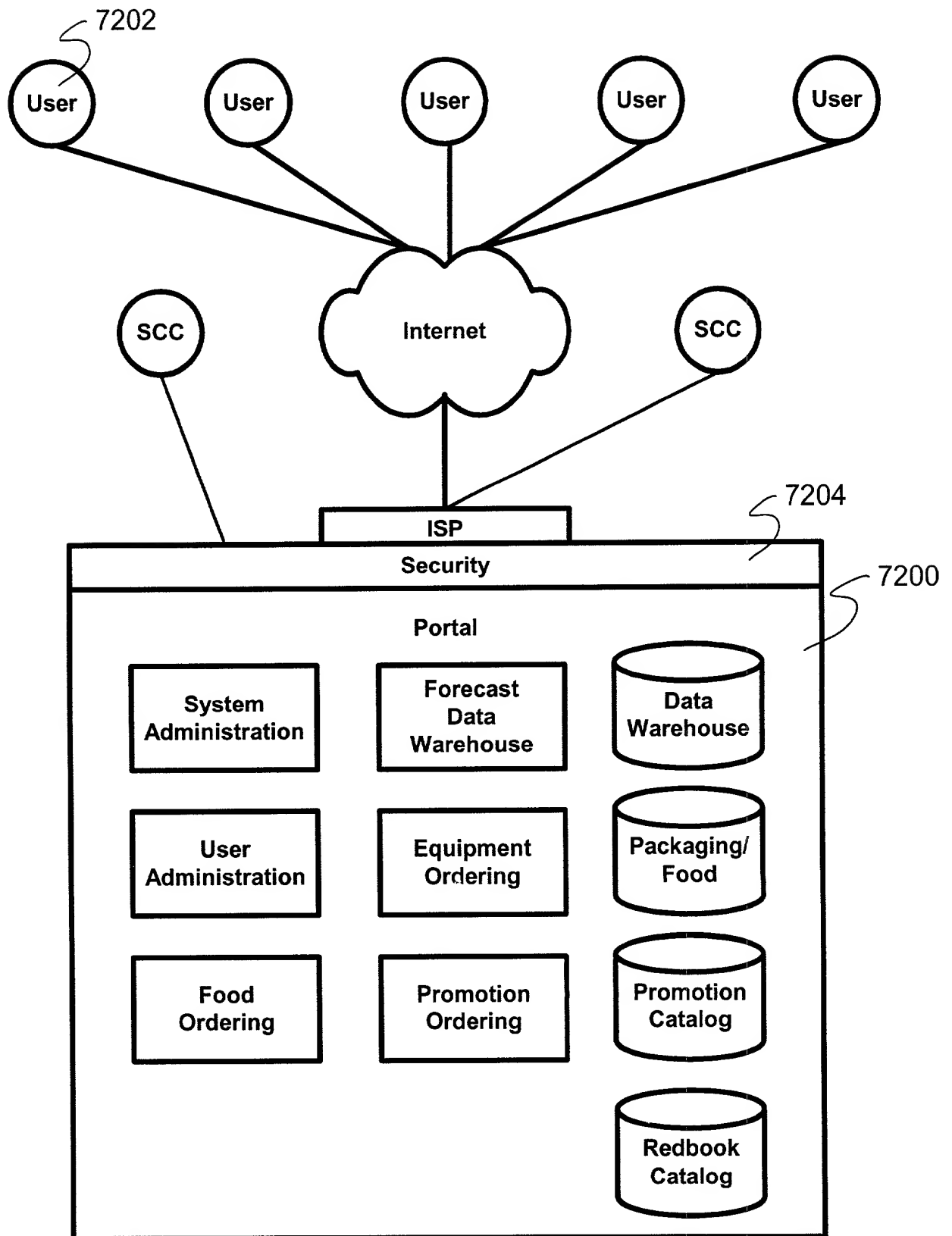


FIG. 72

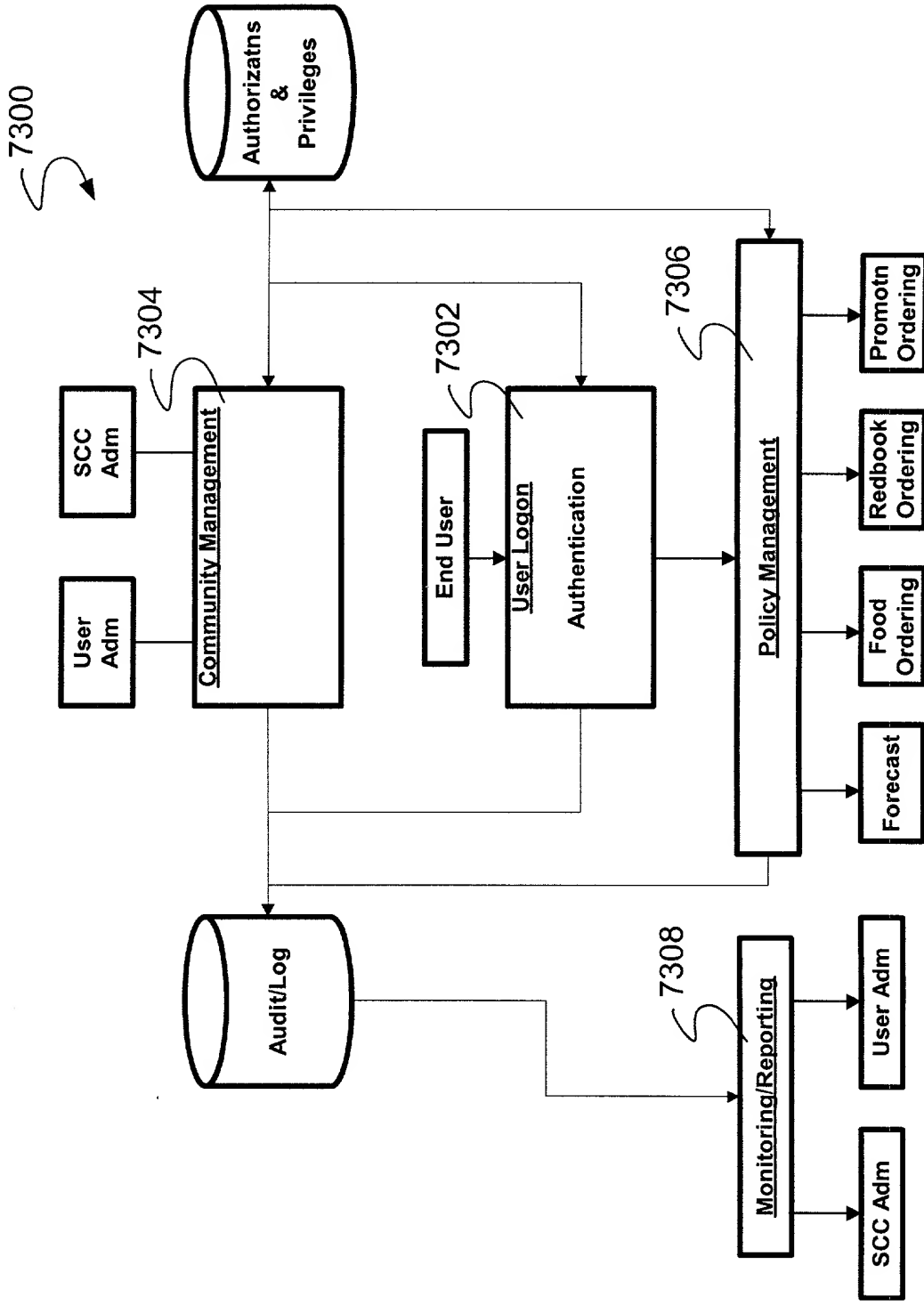


FIG. 73

FIG. 74 is a block diagram of a system 7402 illustrating a user interface for a restaurant management system. The system 7402 includes a user interface 7402, a database 7404, and a server 7406. The user interface 7402 is connected to the database 7404 and the server 7406. The database 7404 stores data for the restaurant management system. The server 7406 processes requests from the user interface 7402 and the database 7404.

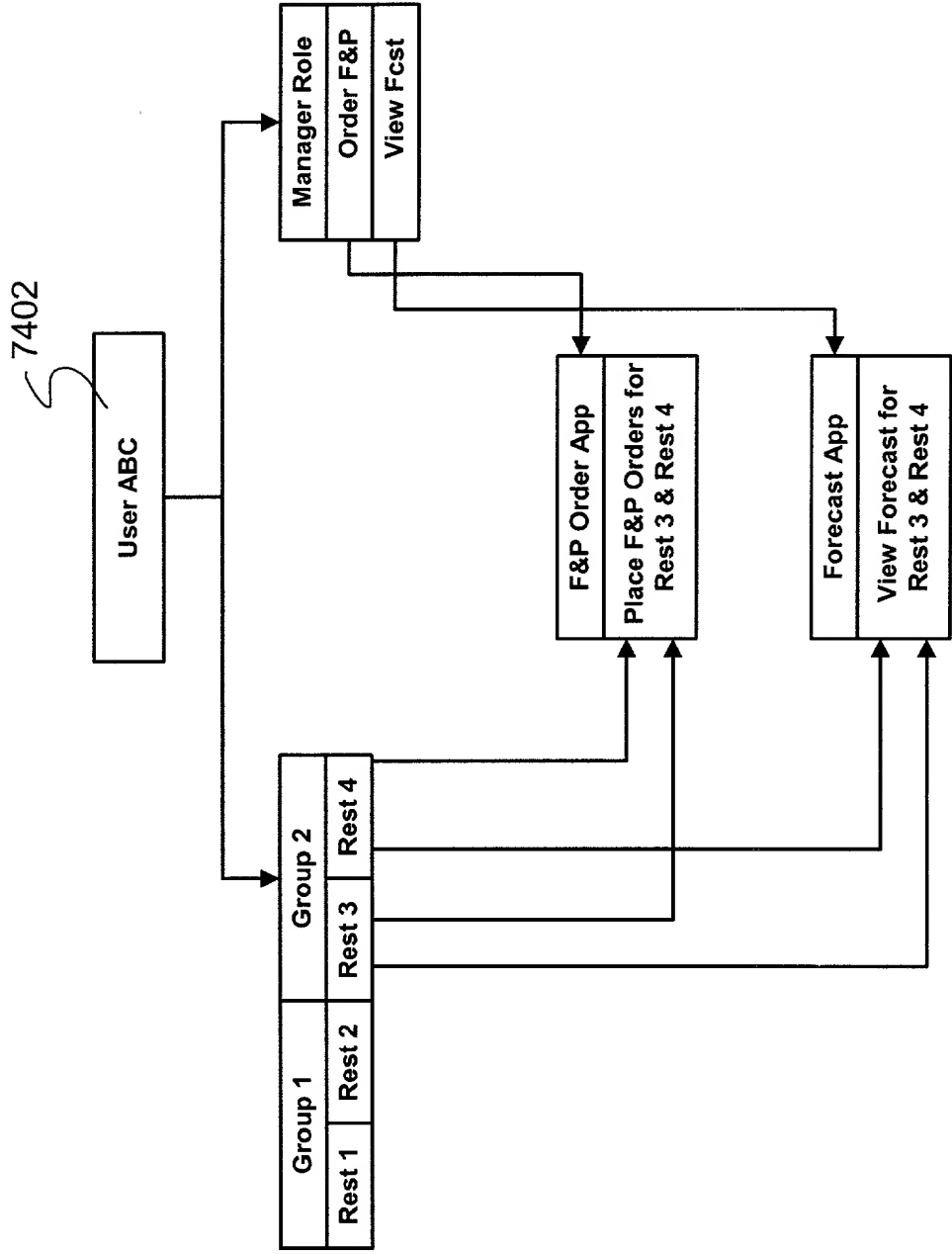


FIG. 74

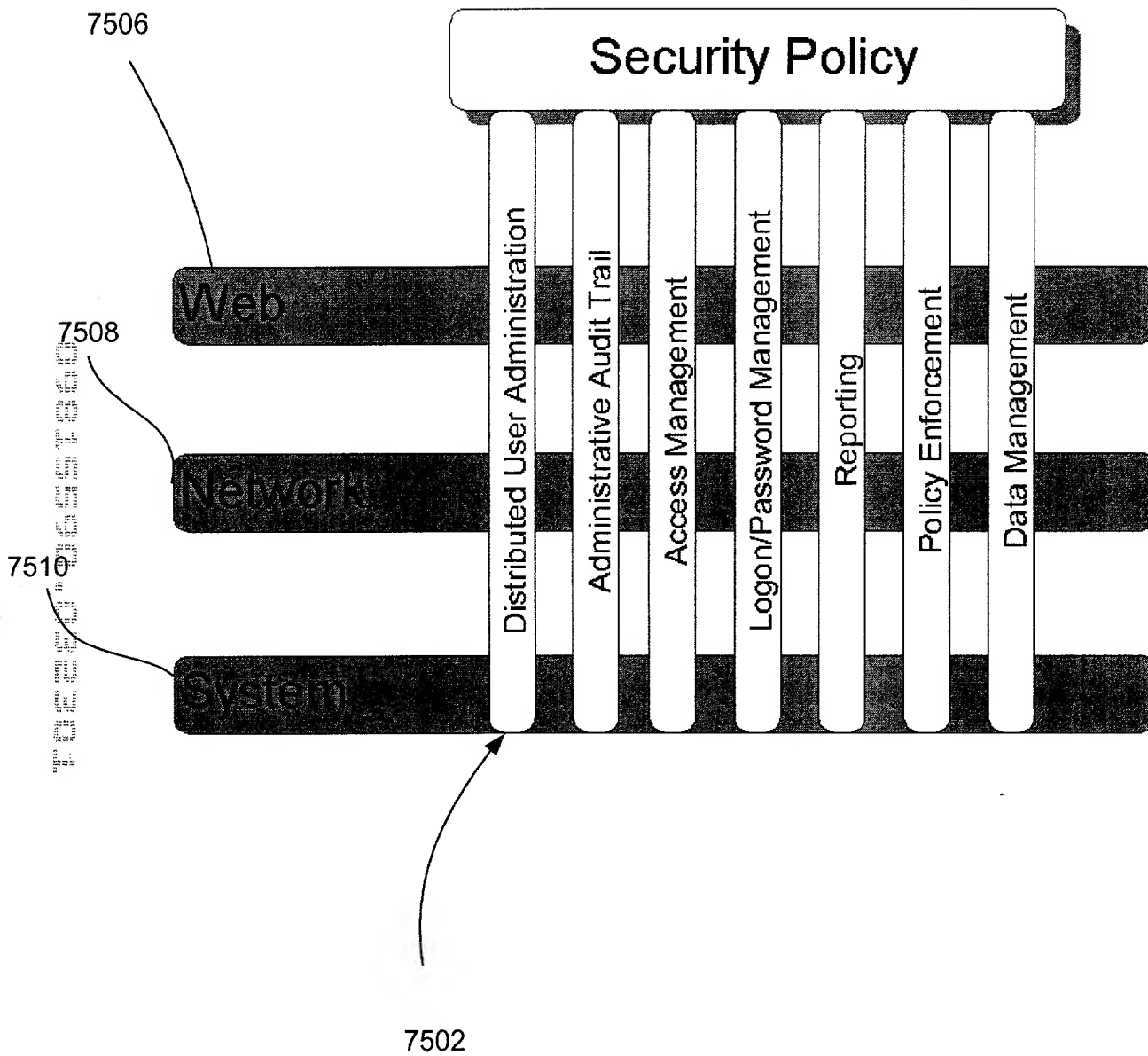


Fig. 75

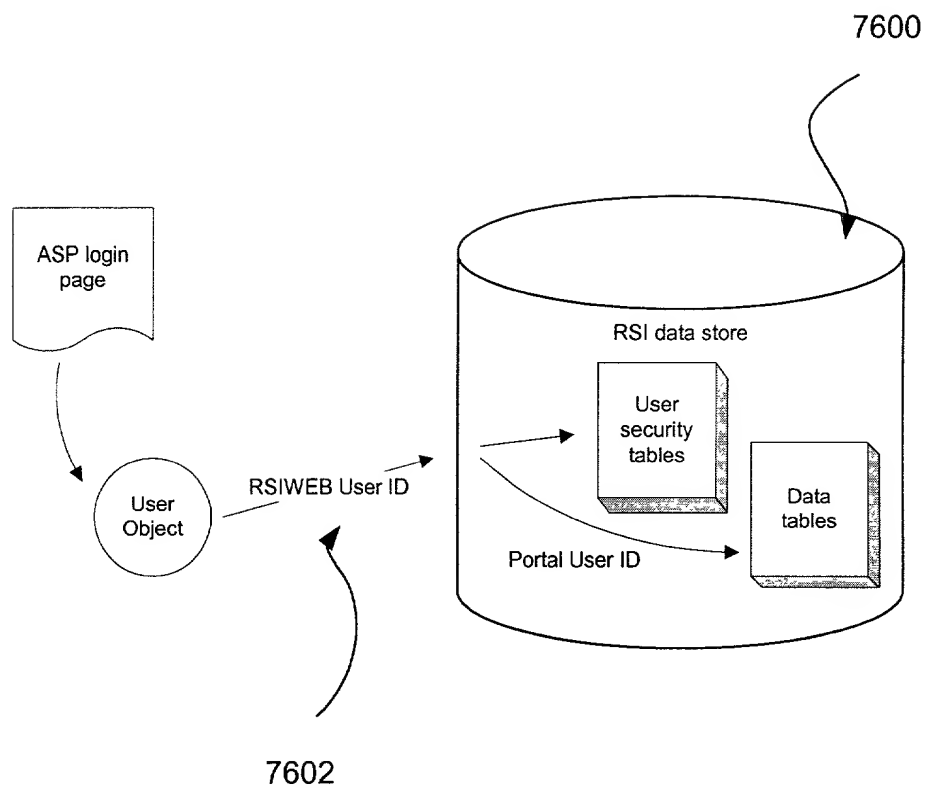


Fig. 76

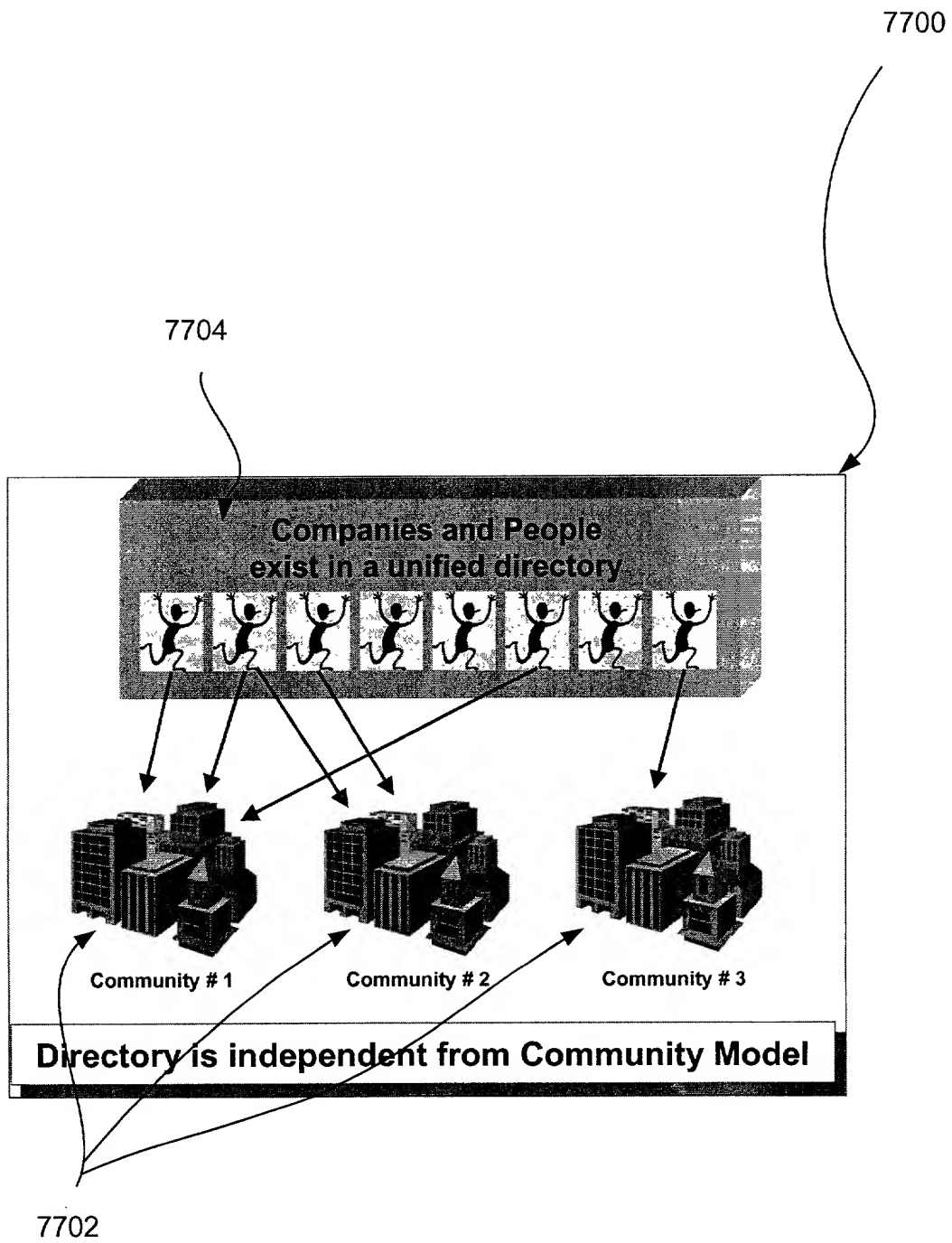


Fig. 77

7800

7802

7804

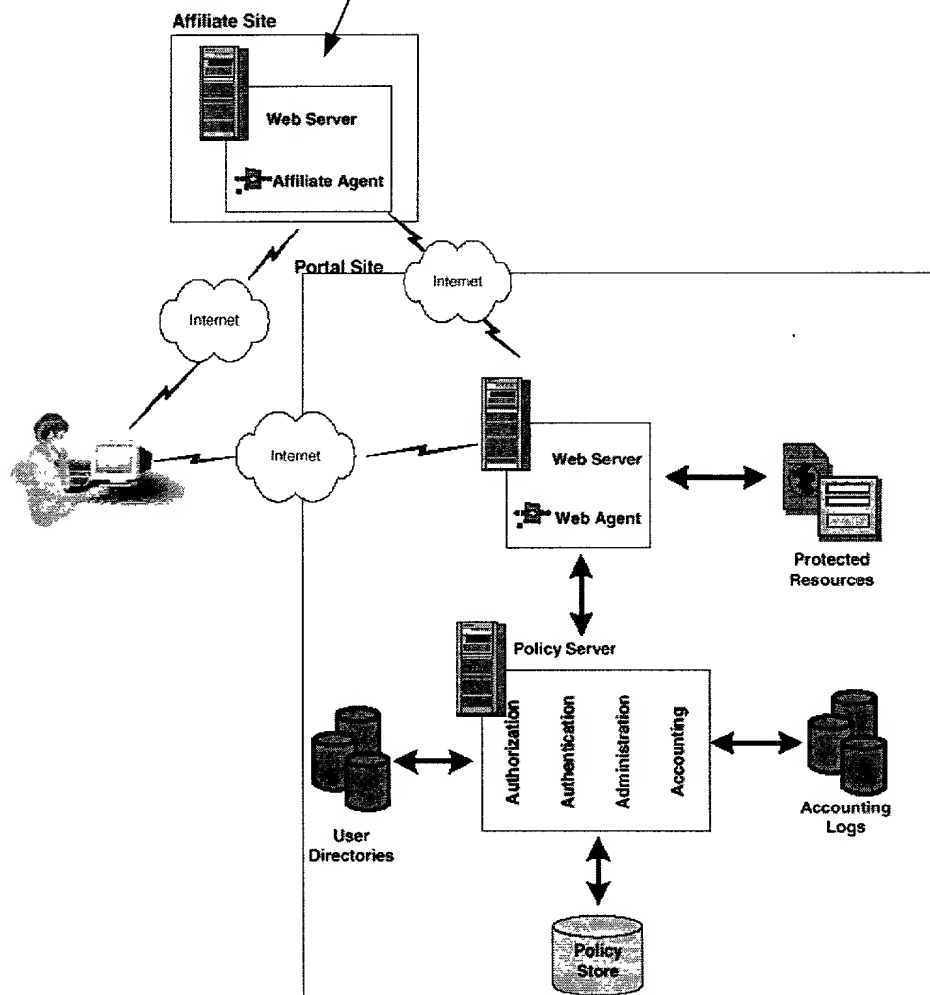


Fig. 78

7900

7902

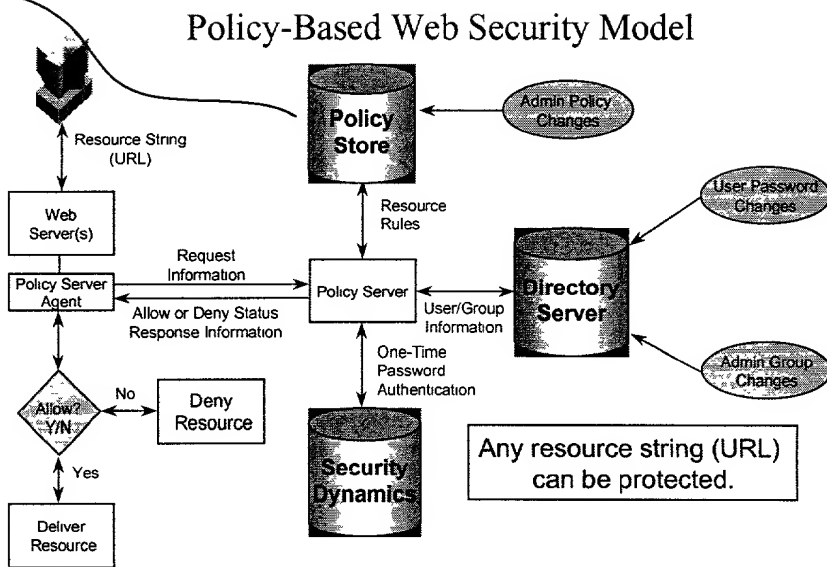


Fig. 79

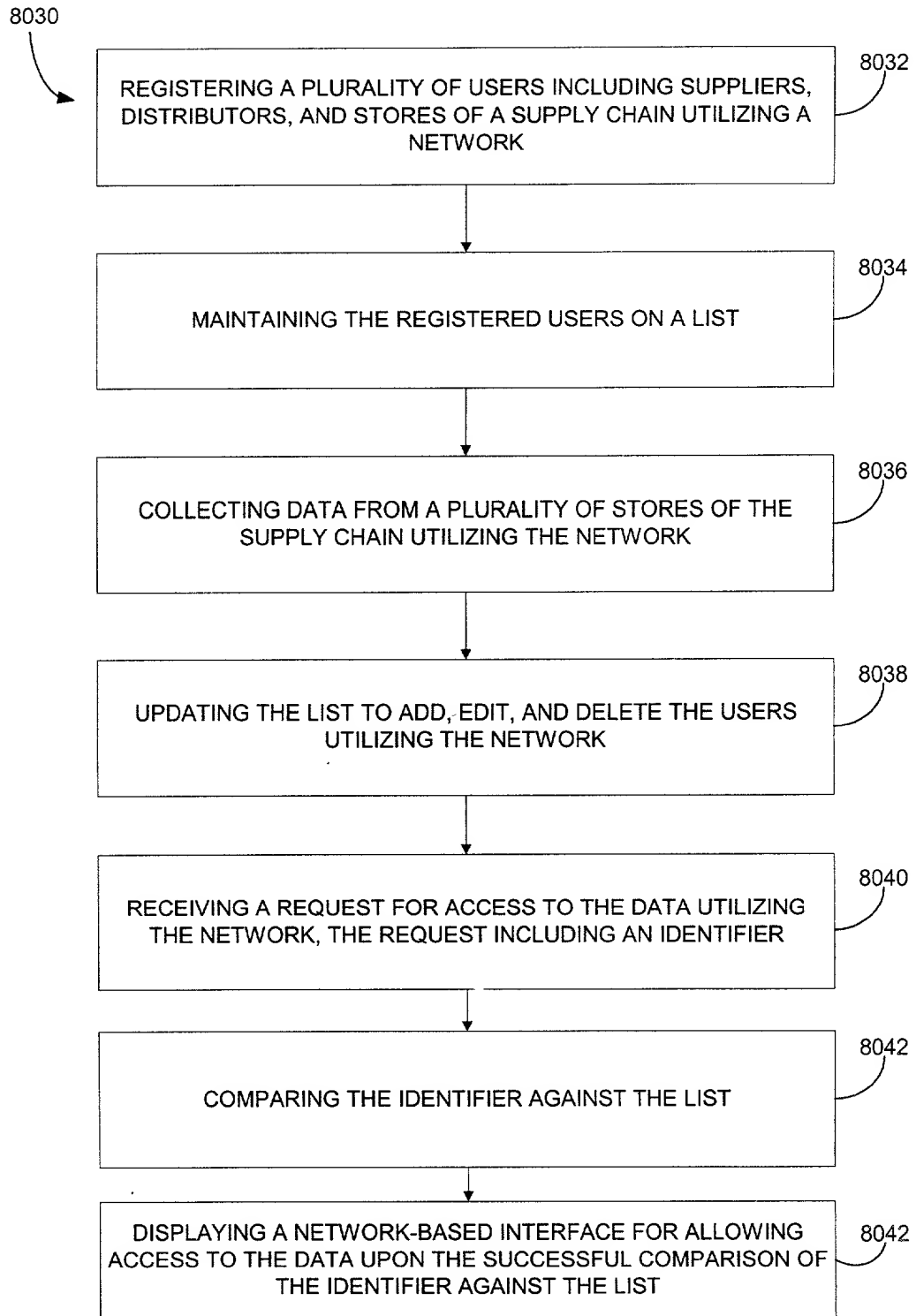


FIG. 80

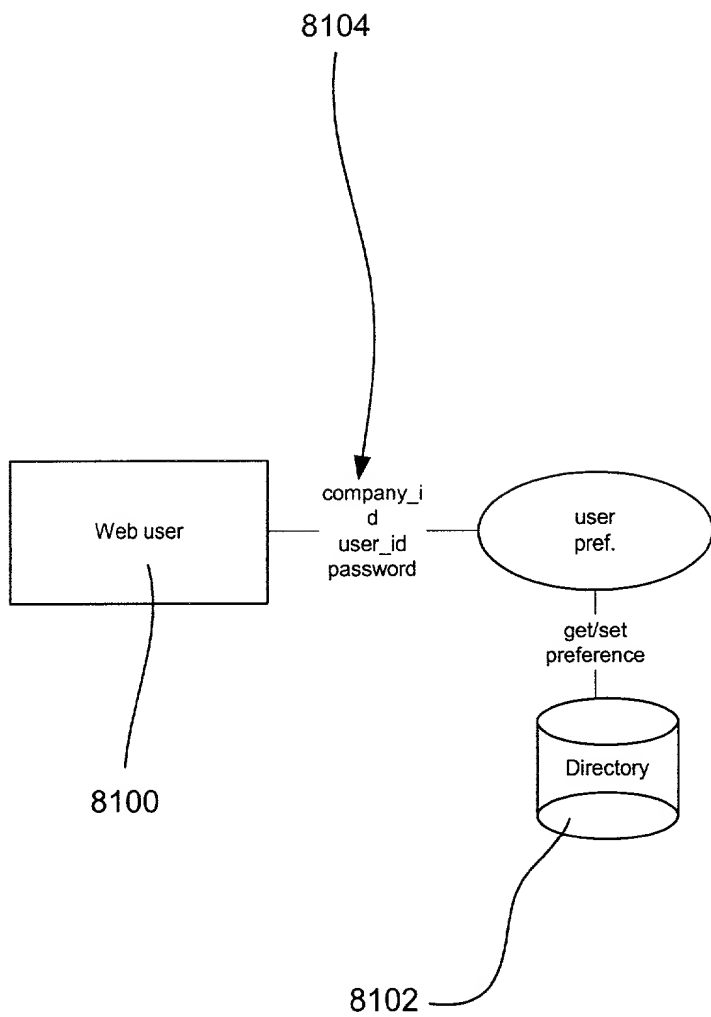


Fig. 81

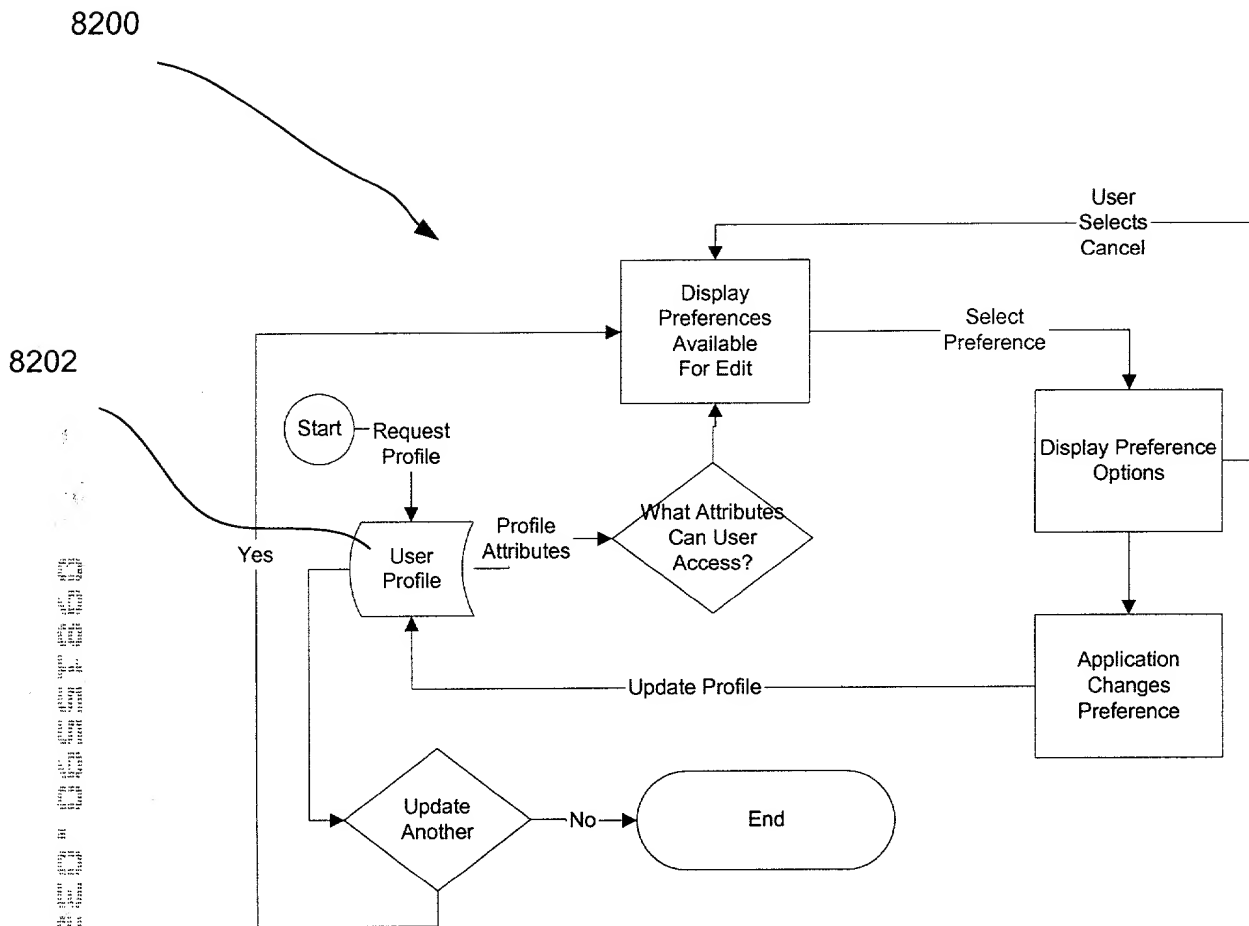


Fig. 82

8306

8302

8304

8300

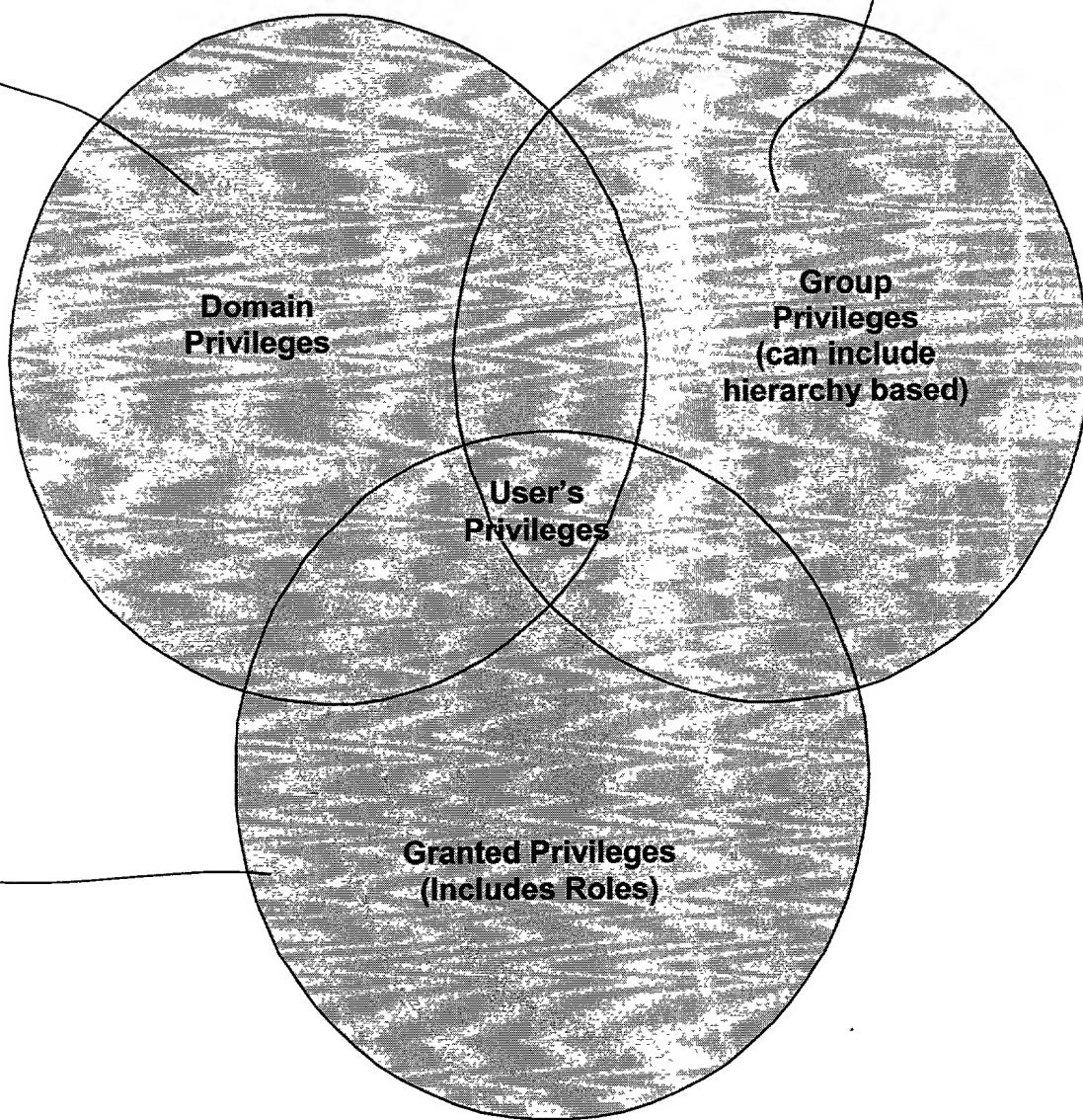


Fig. 83

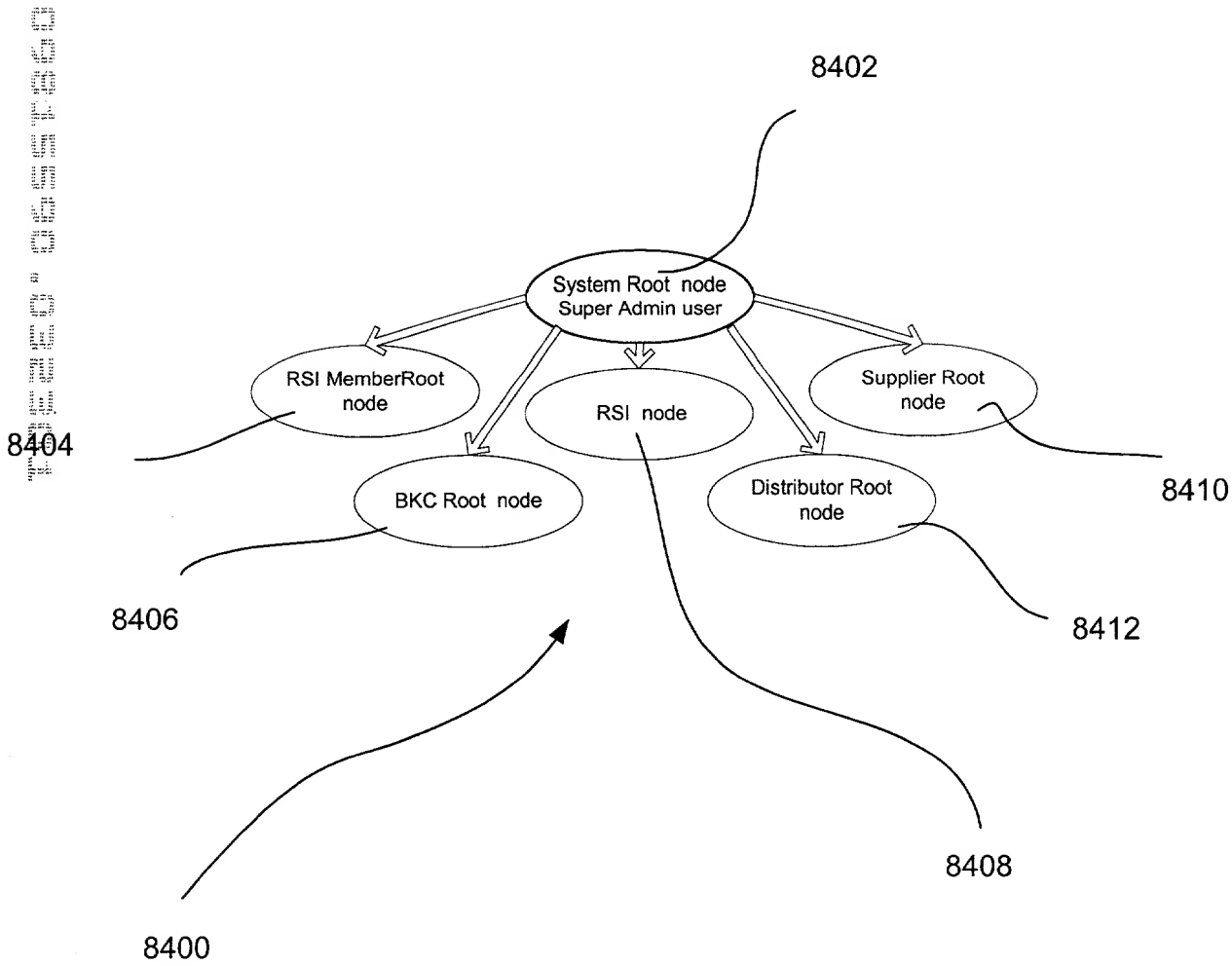


Fig. 84

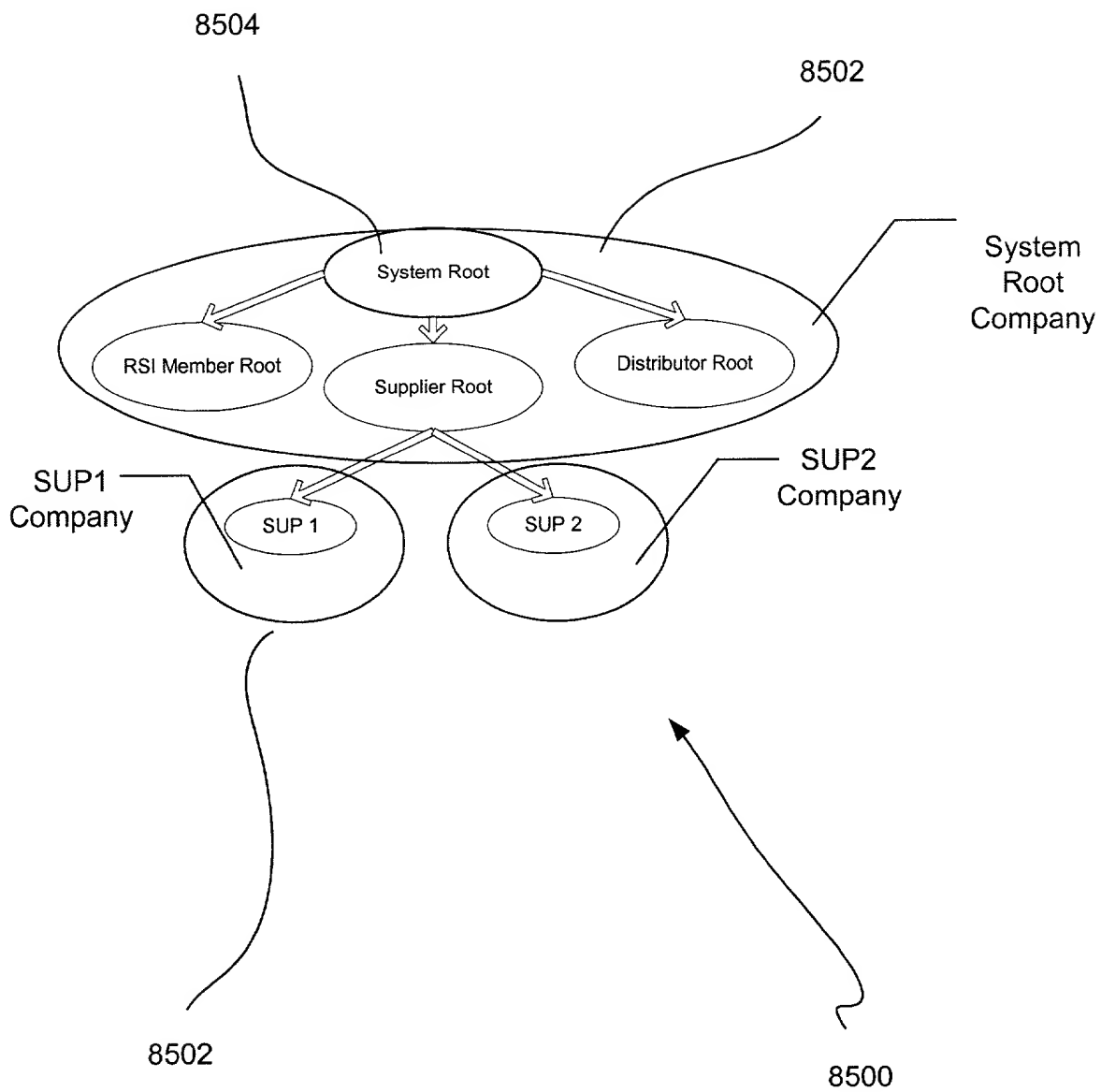


Fig. 85

8600

8602

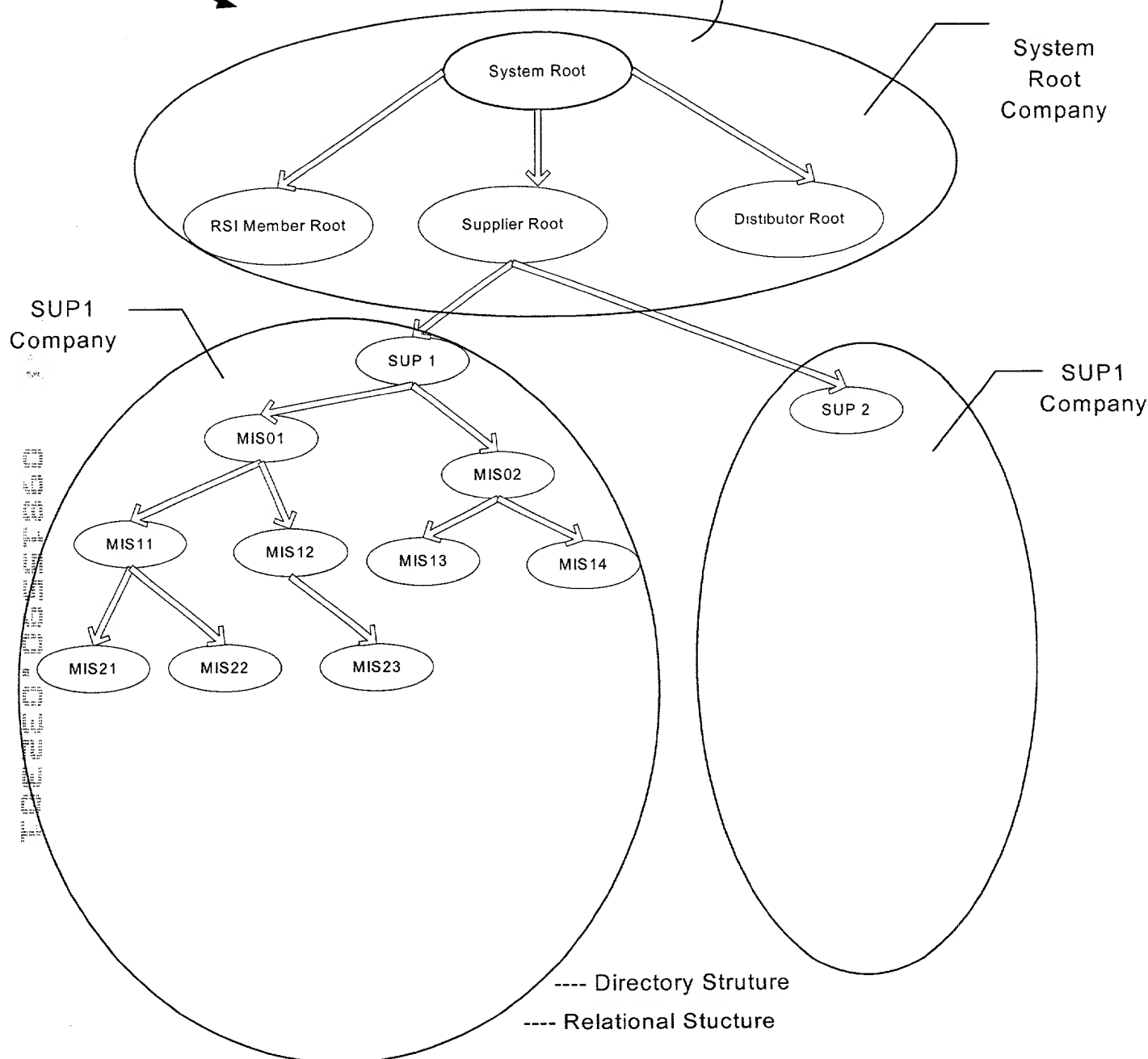


Fig. 86

Group Hierarchy Management: Data Flow

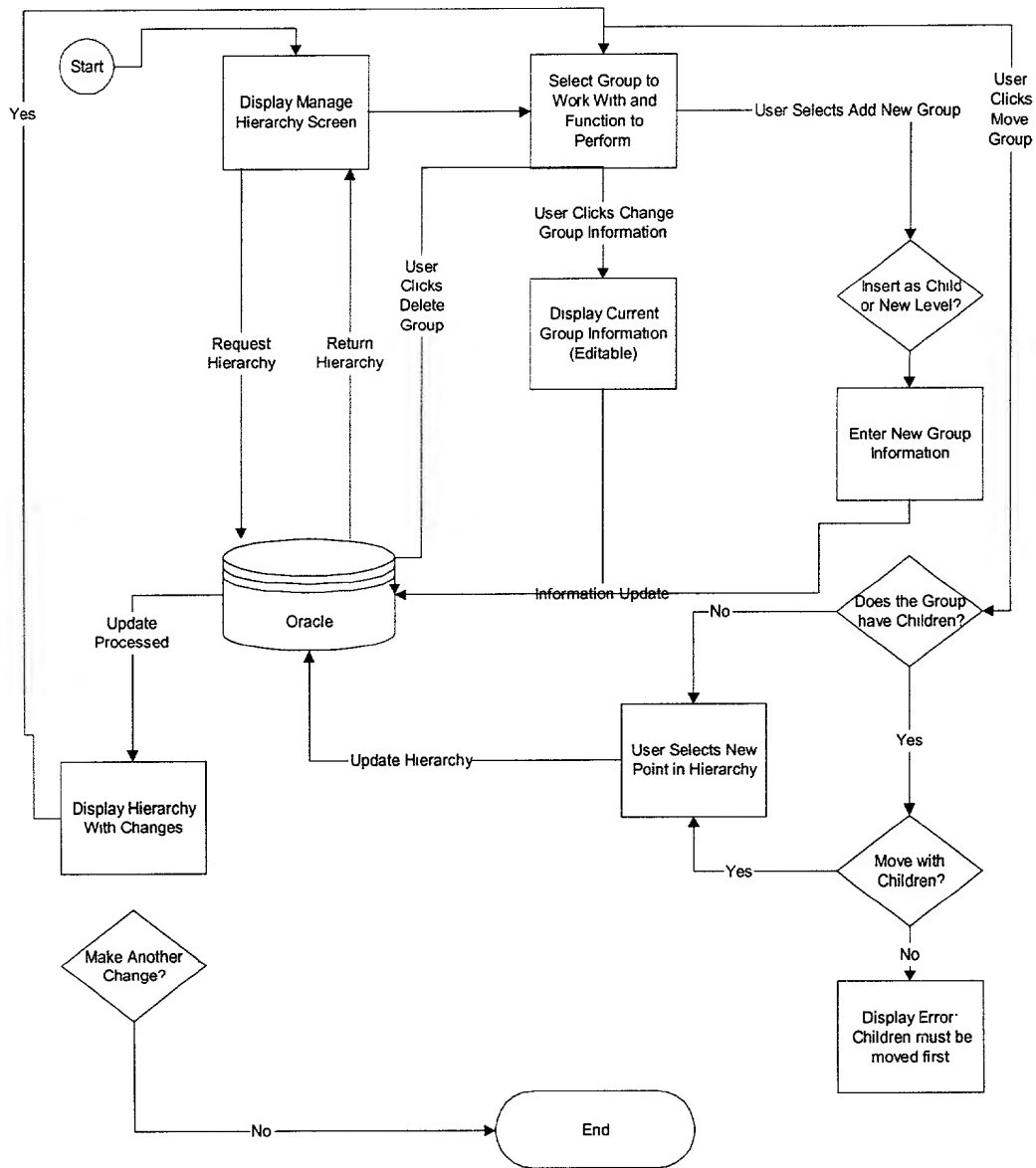
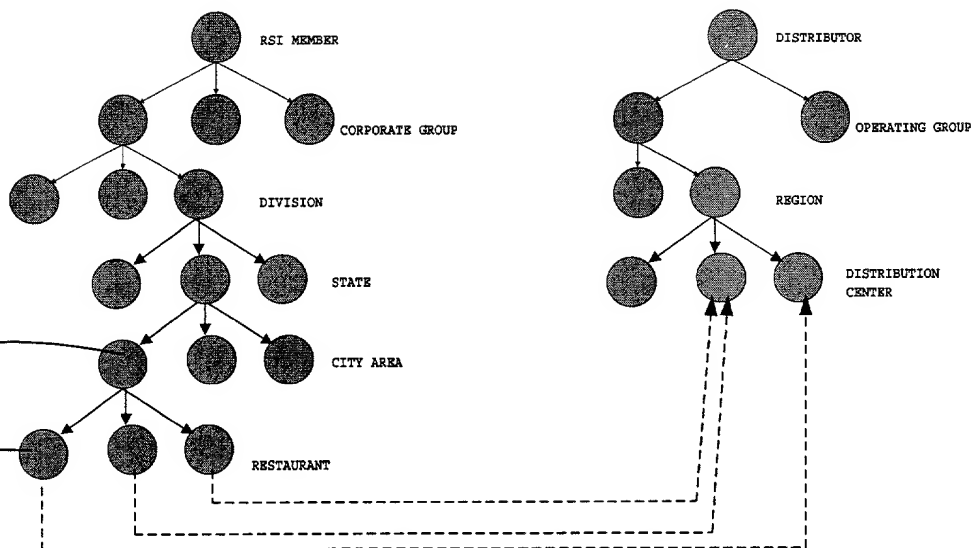


Fig. 87

8800



8804

8802

8800

Fig. 88

8902

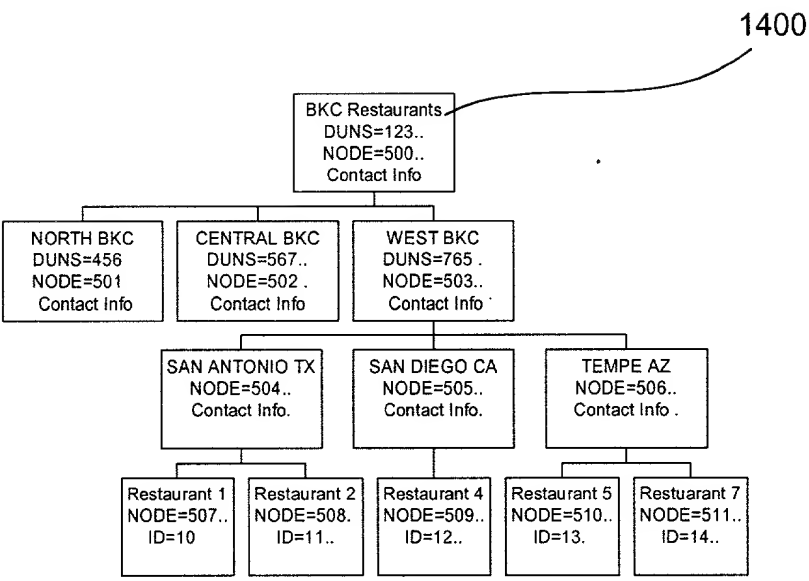


Fig. 89

9000

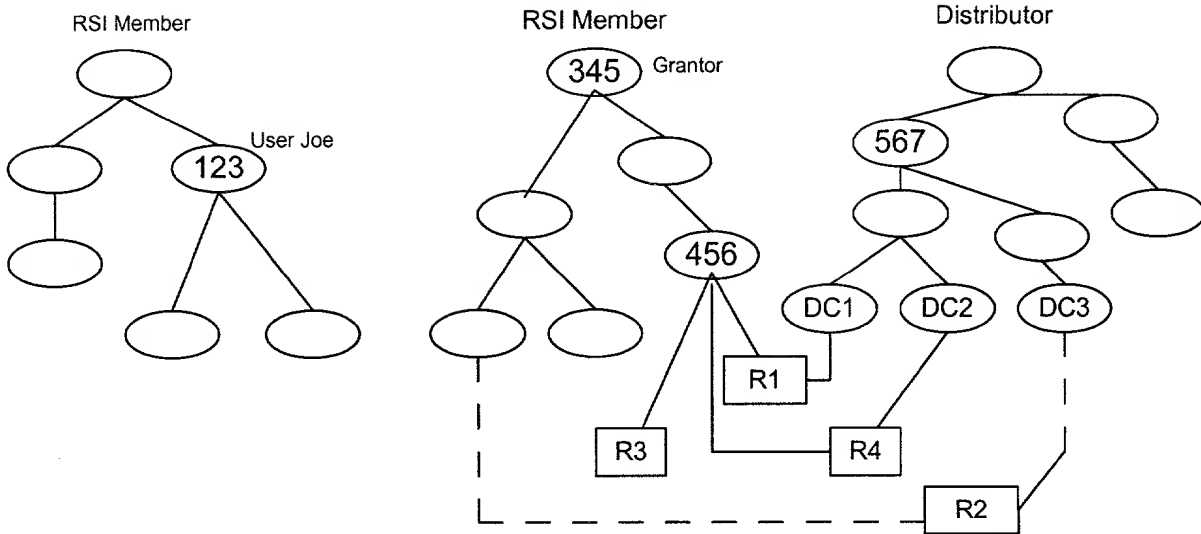


FIG. 90

9100

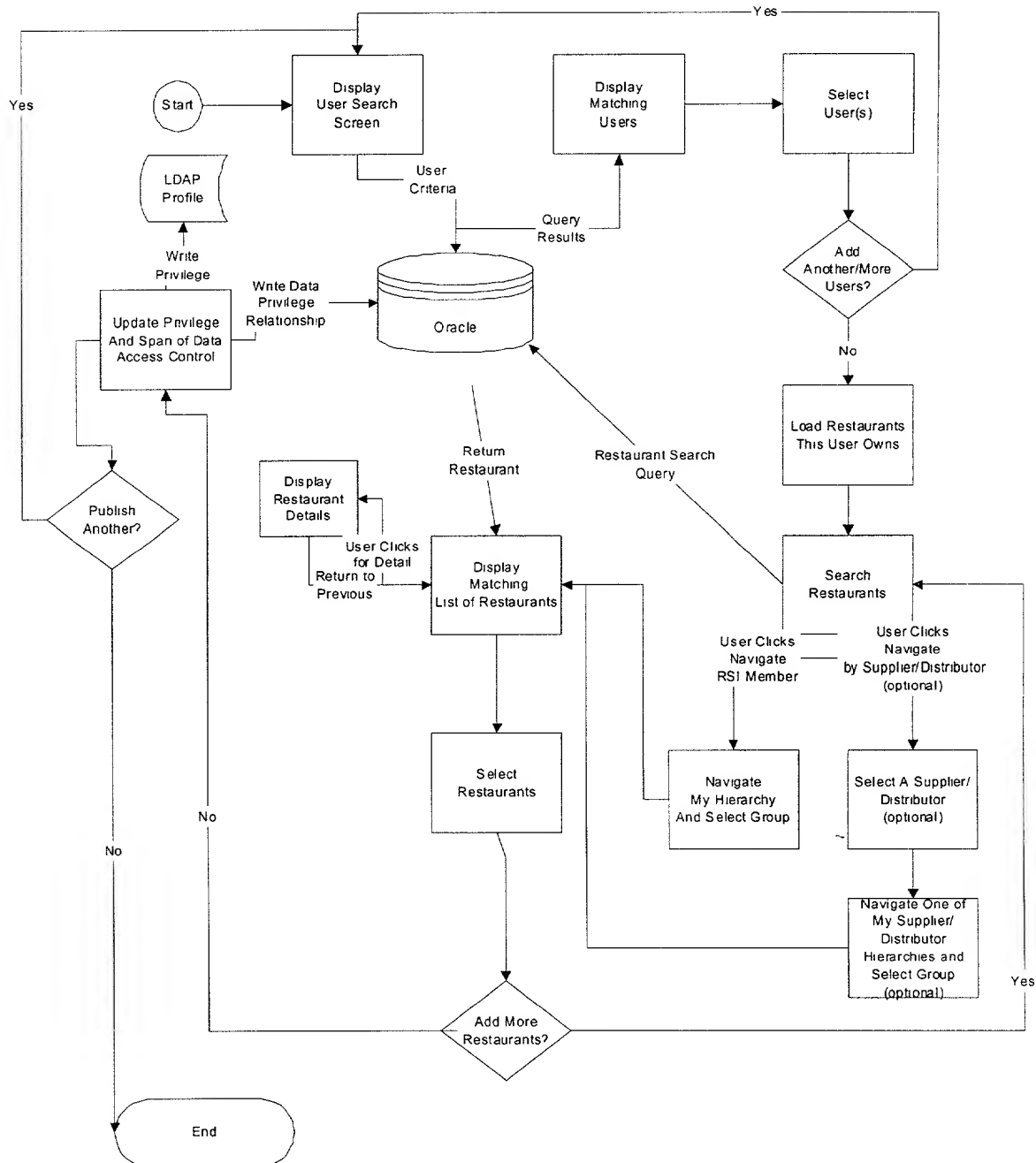


Fig. 91

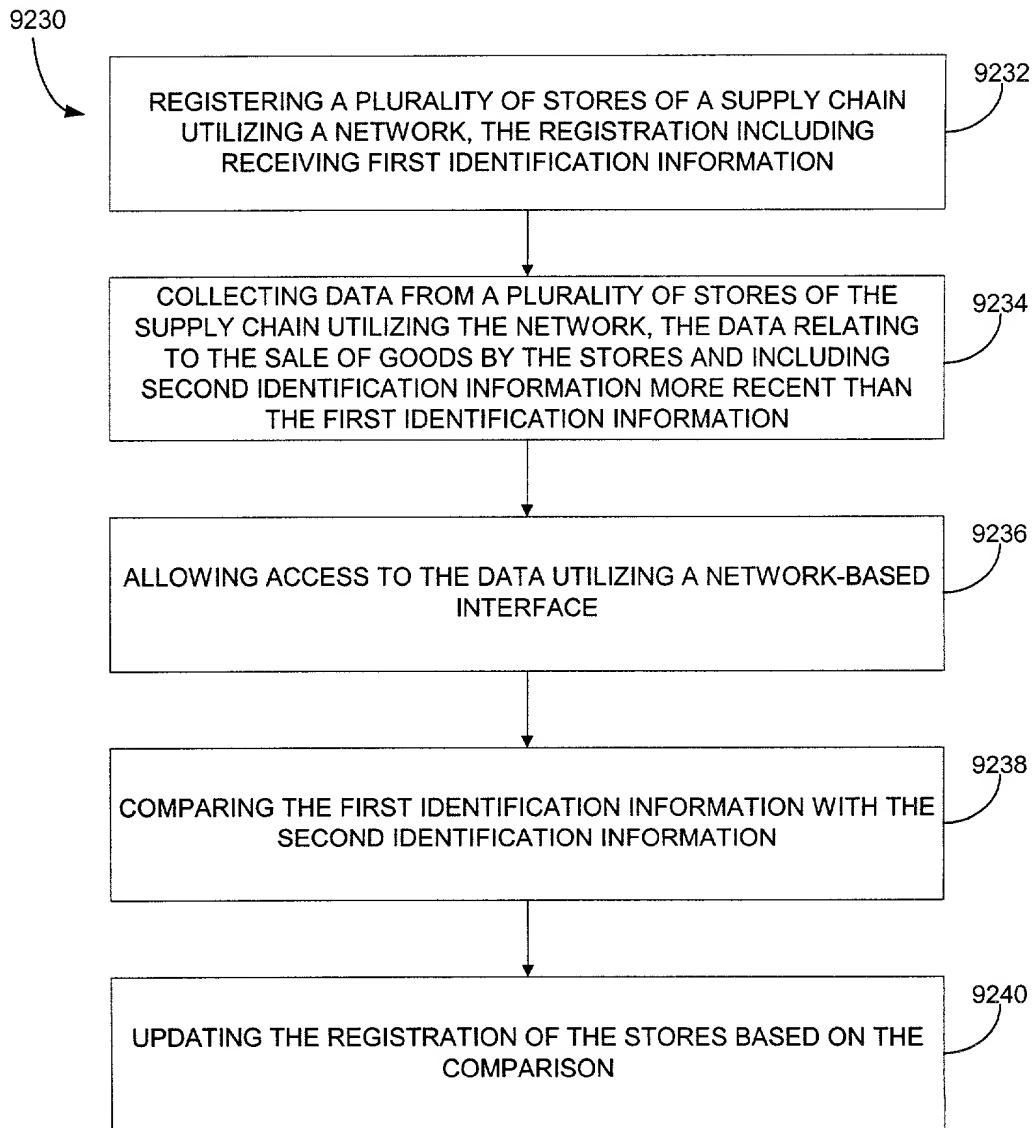


FIG. 92

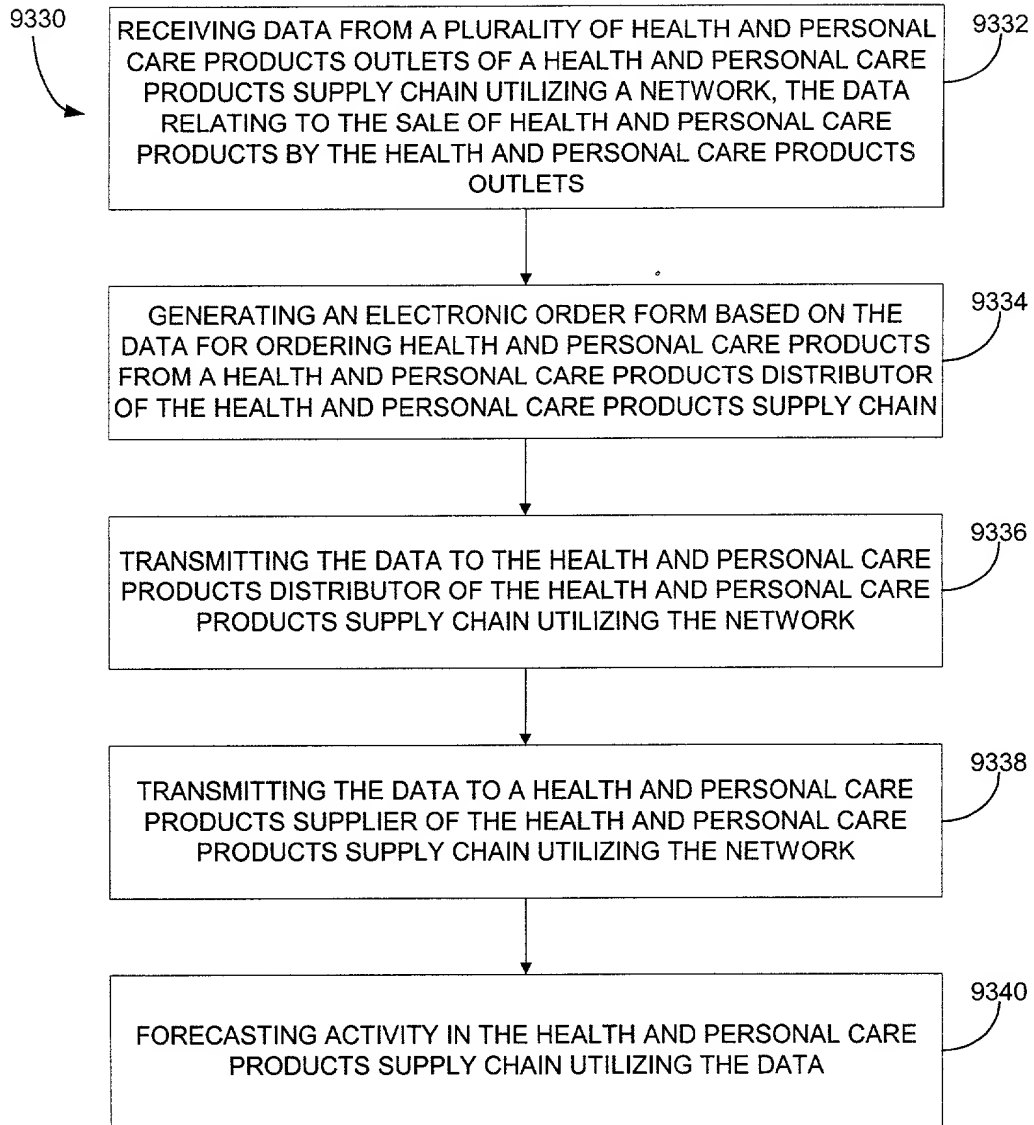


FIG. 93

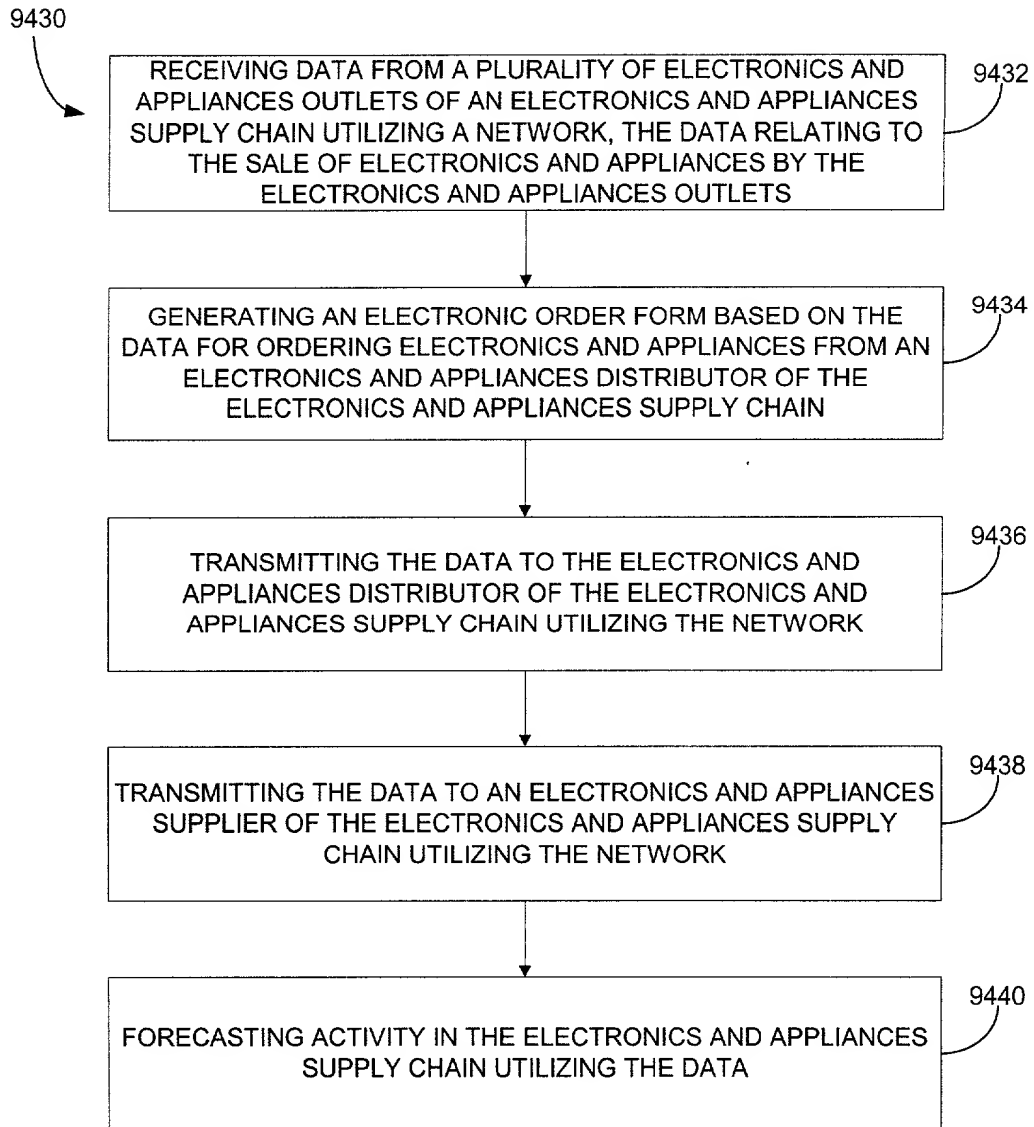


FIG. 94

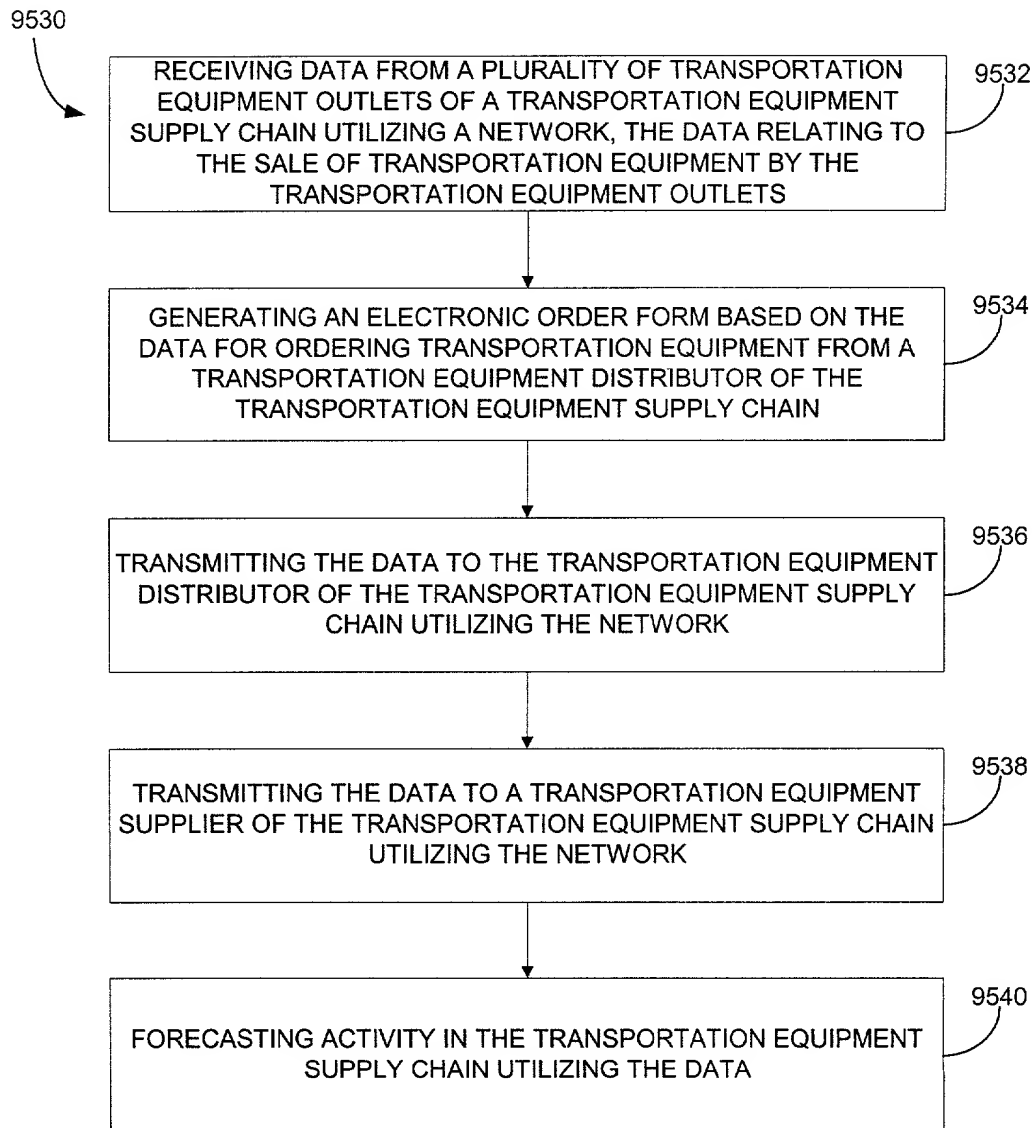


FIG. 95

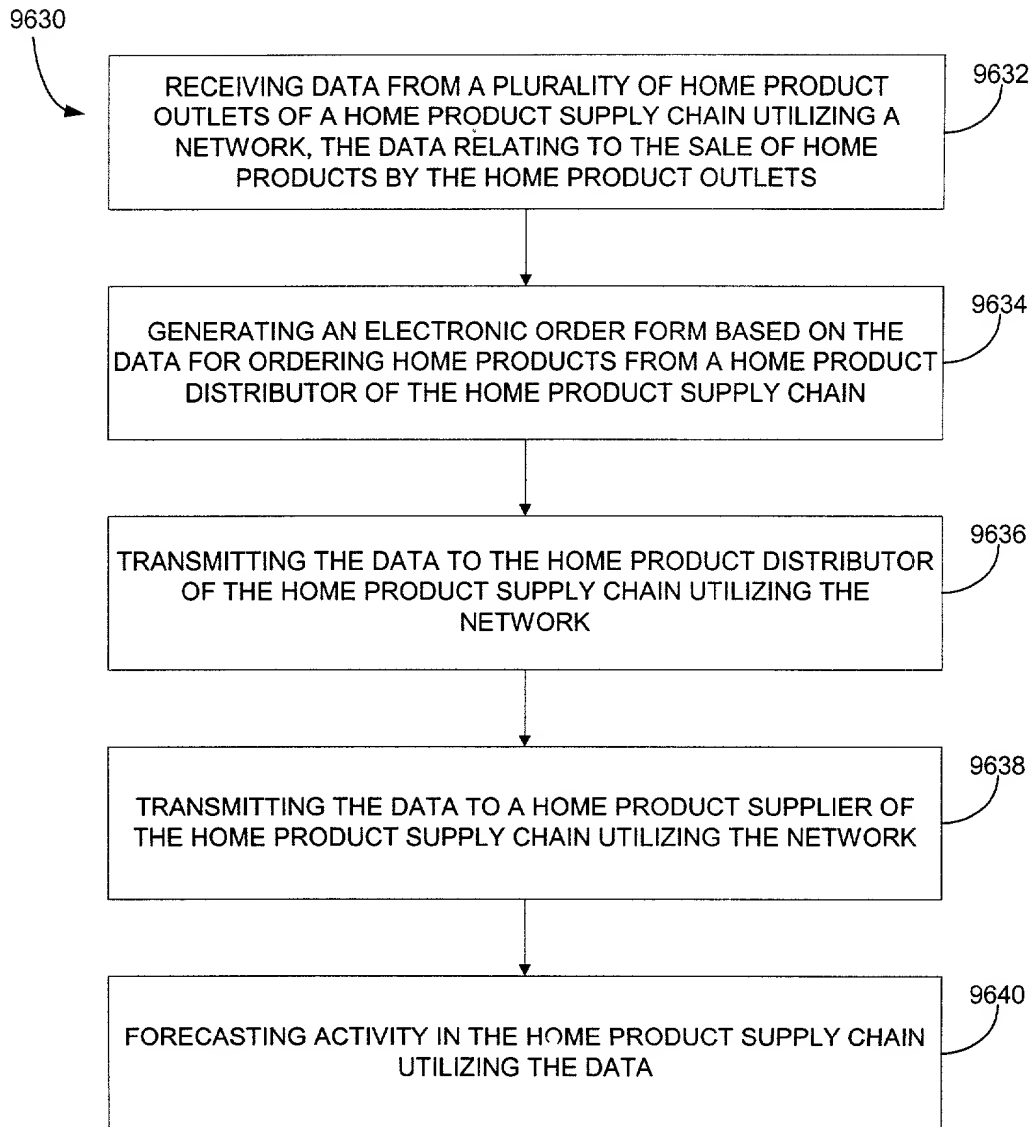


FIG. 96

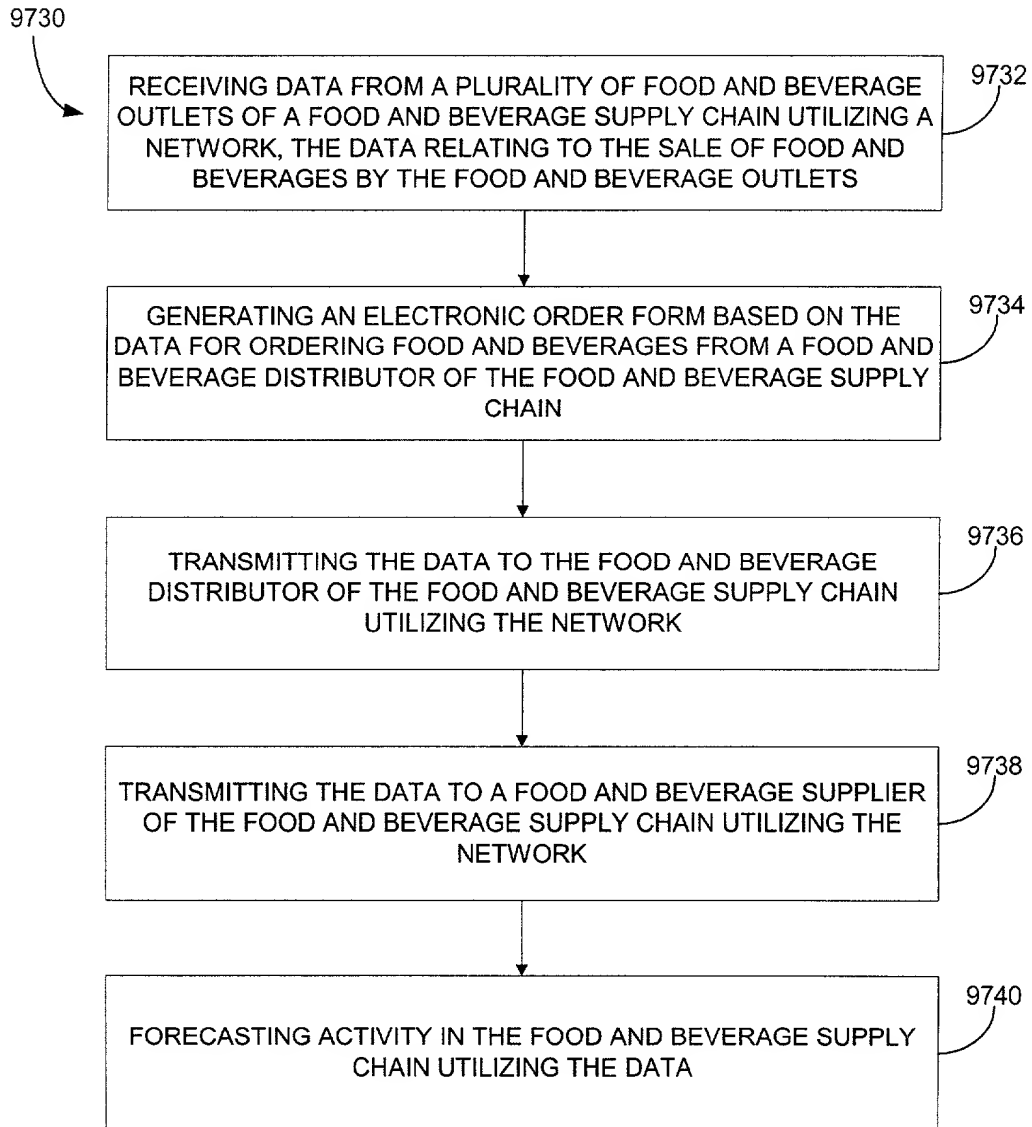


FIG. 97

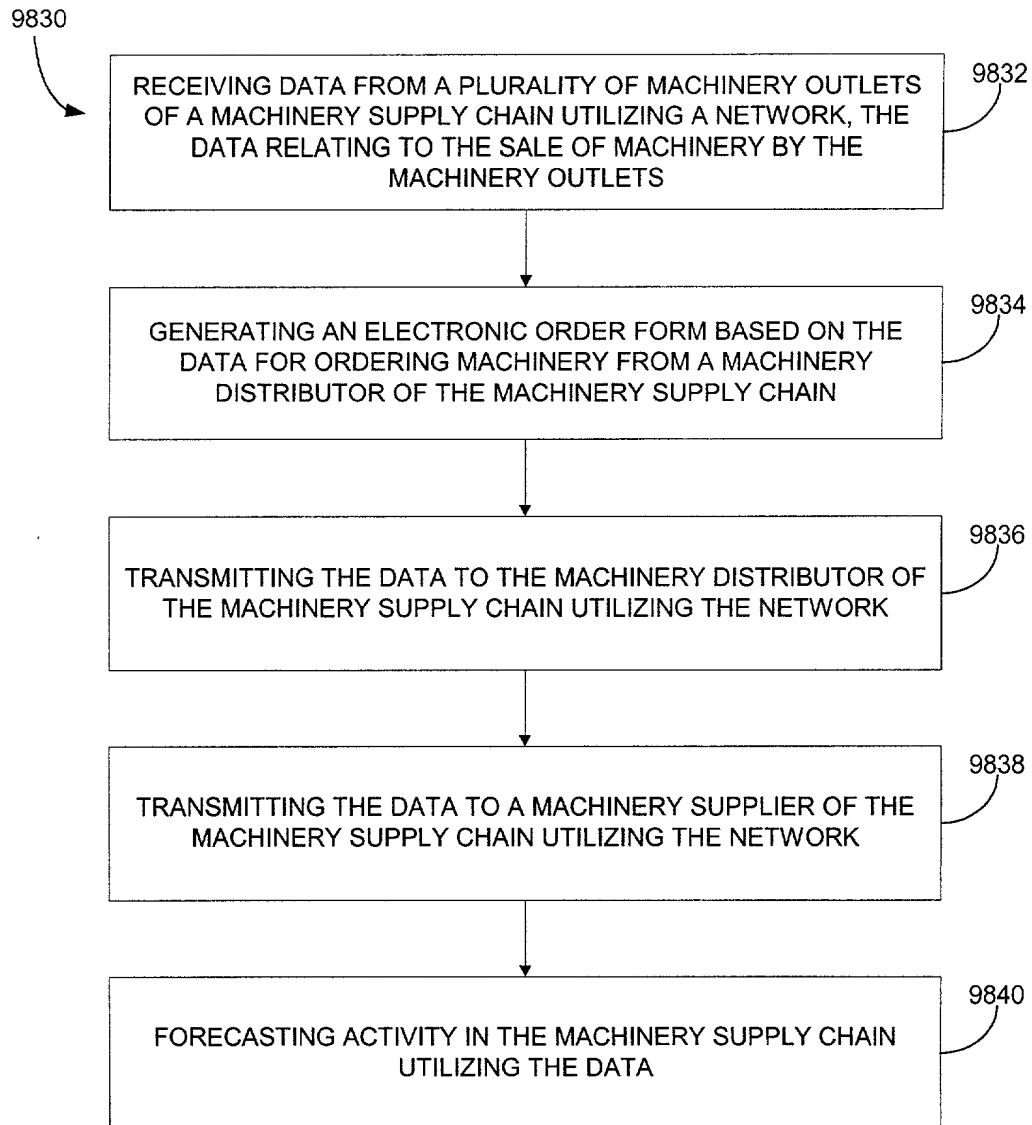


FIG. 98

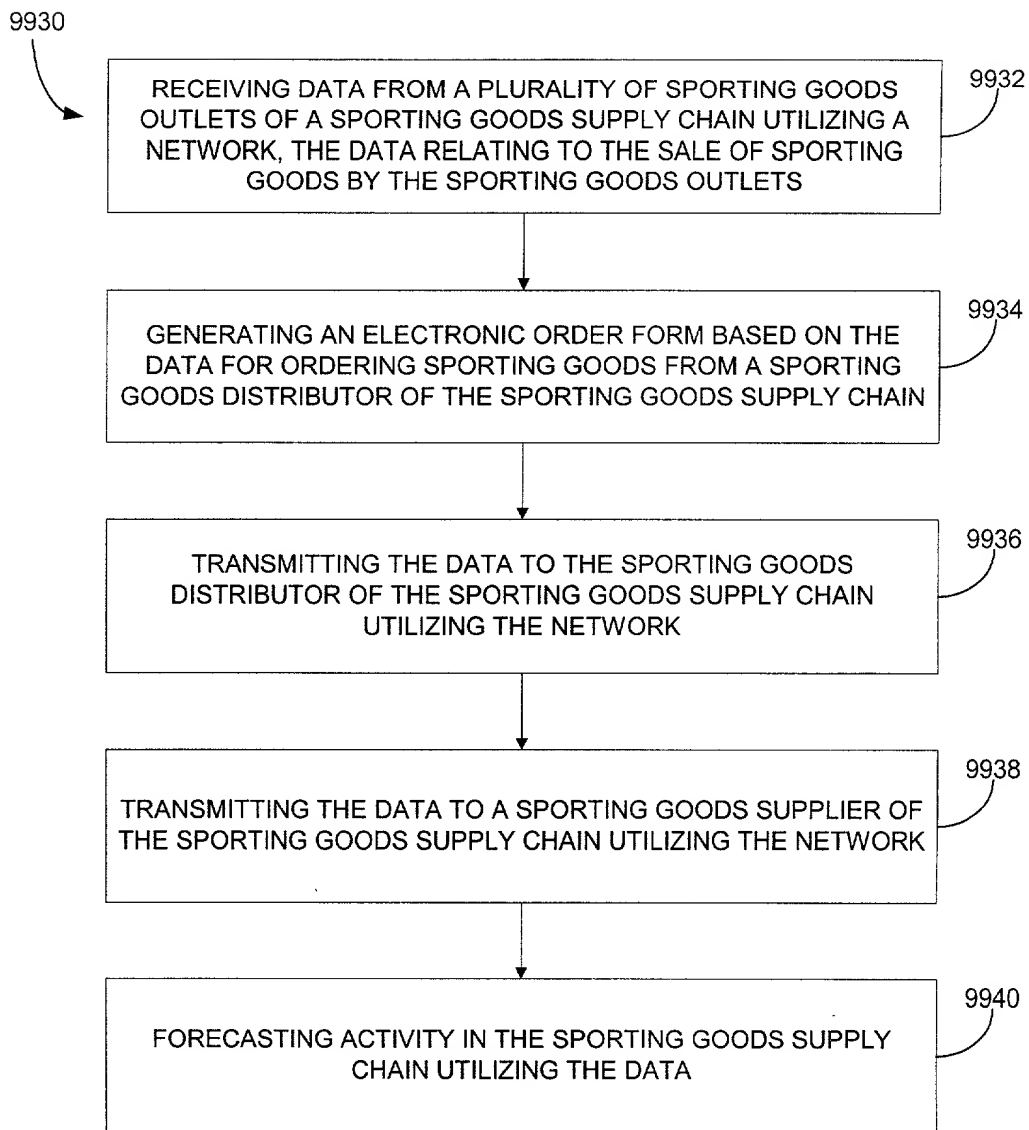


FIG. 99

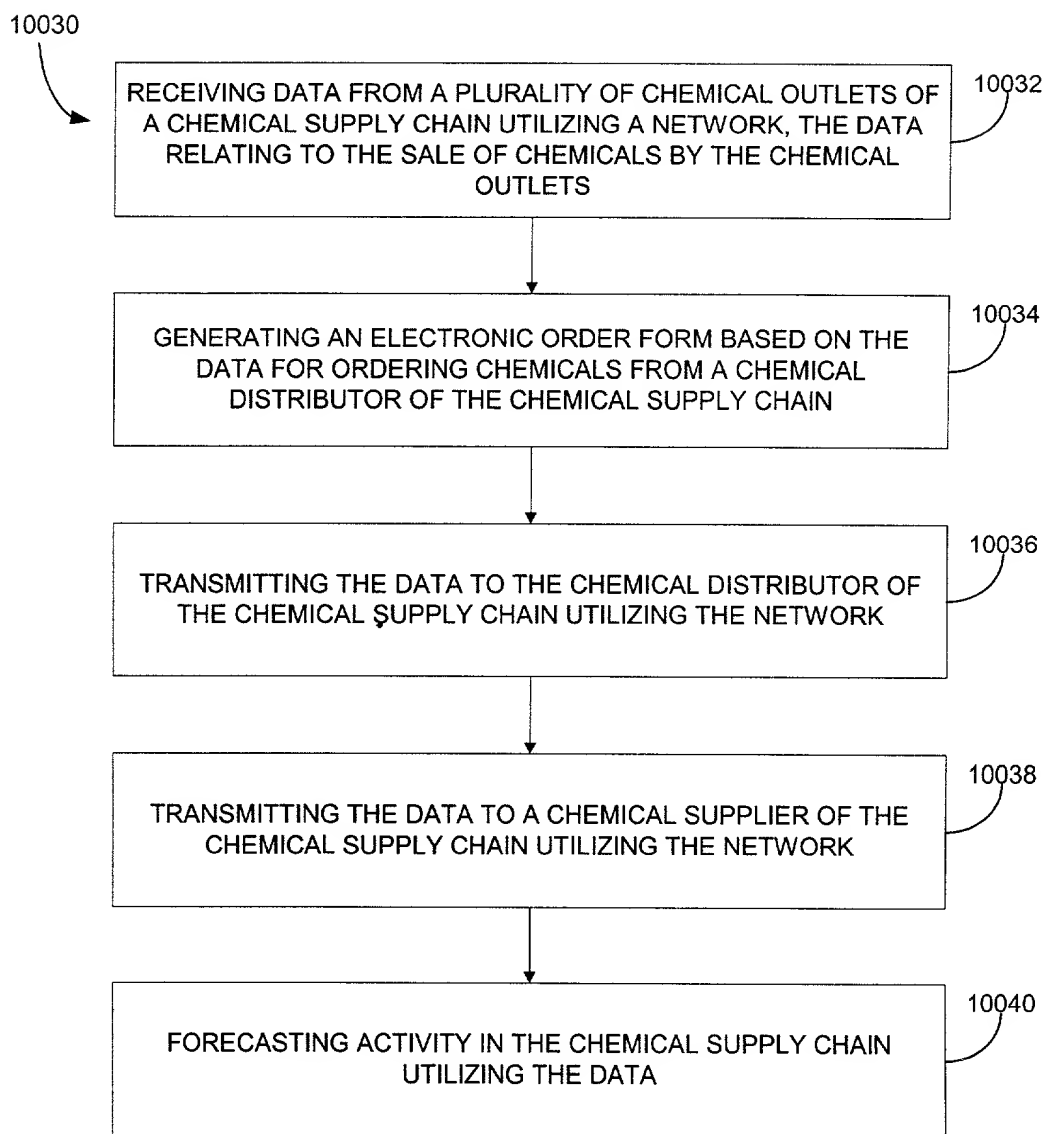


FIG. 100

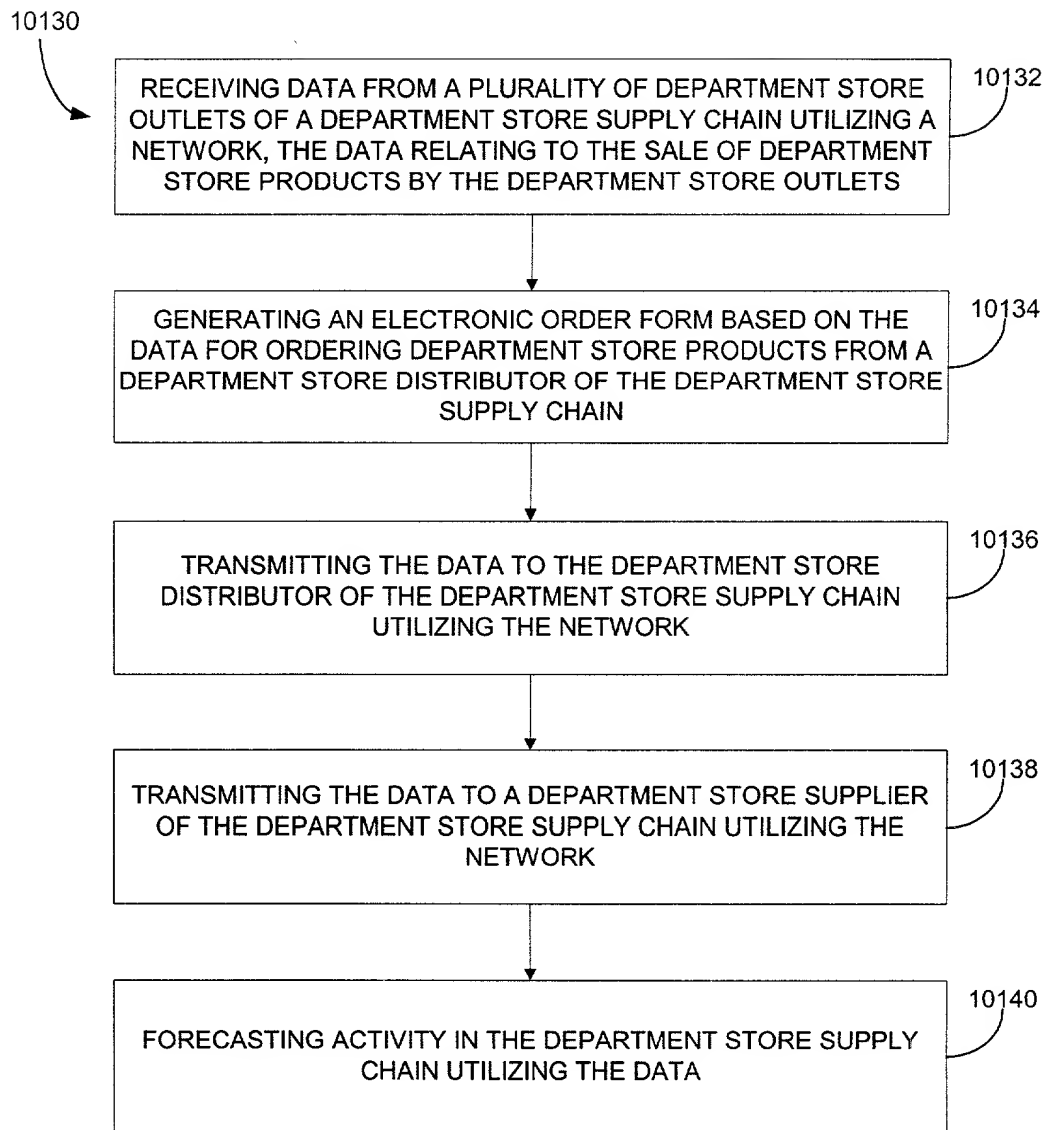


FIG. 101

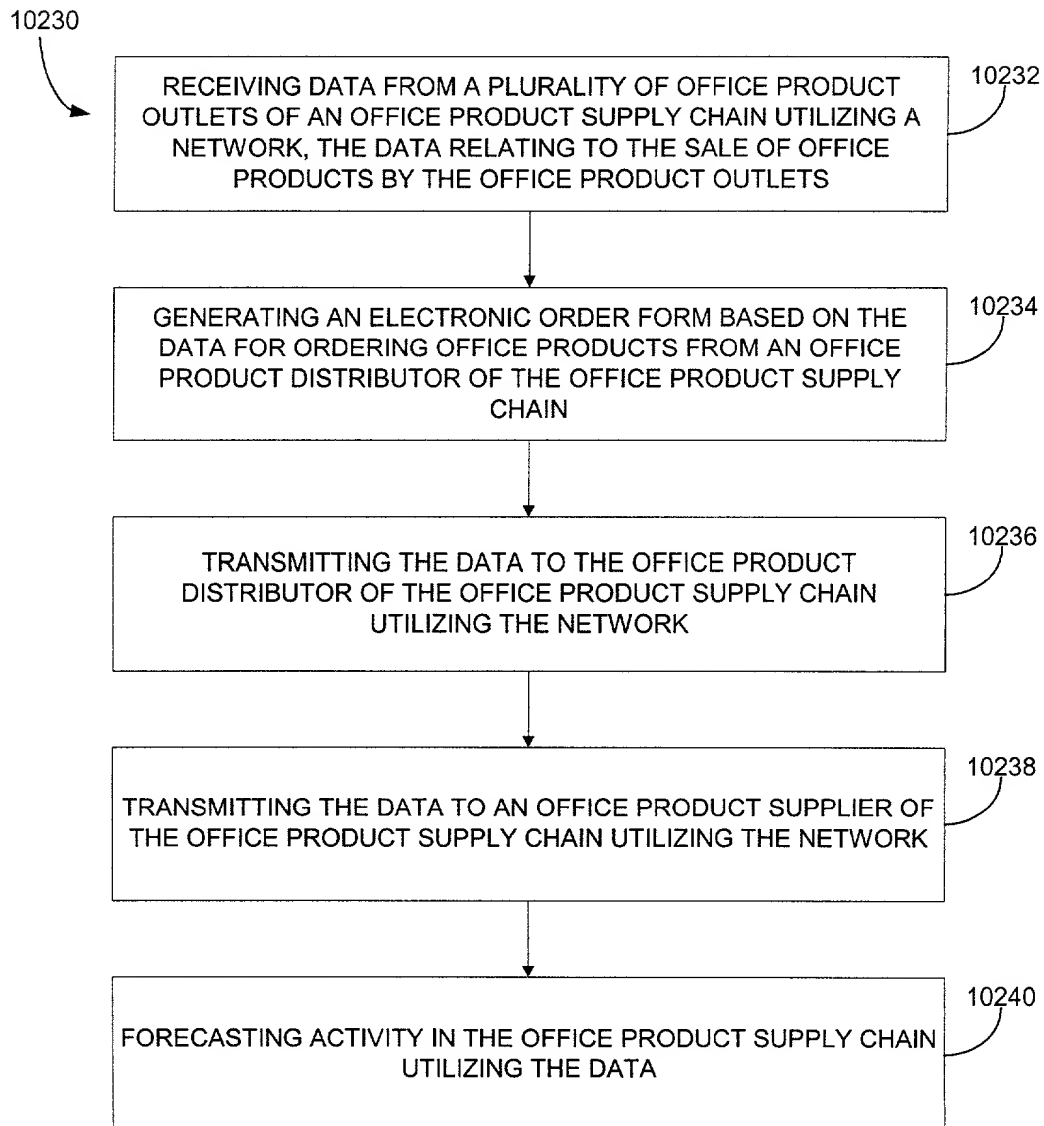


FIG. 102A

10260

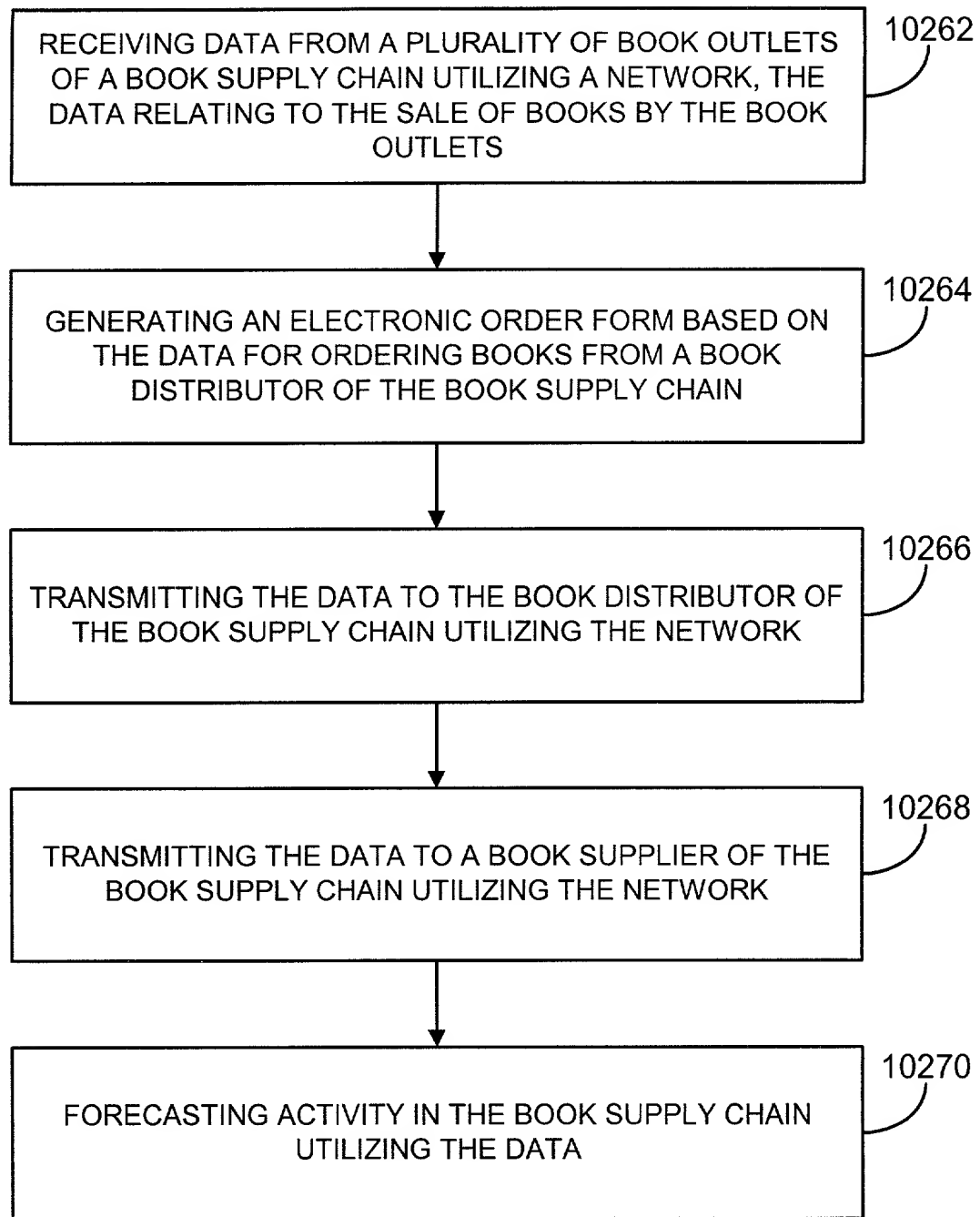


FIG. 102B

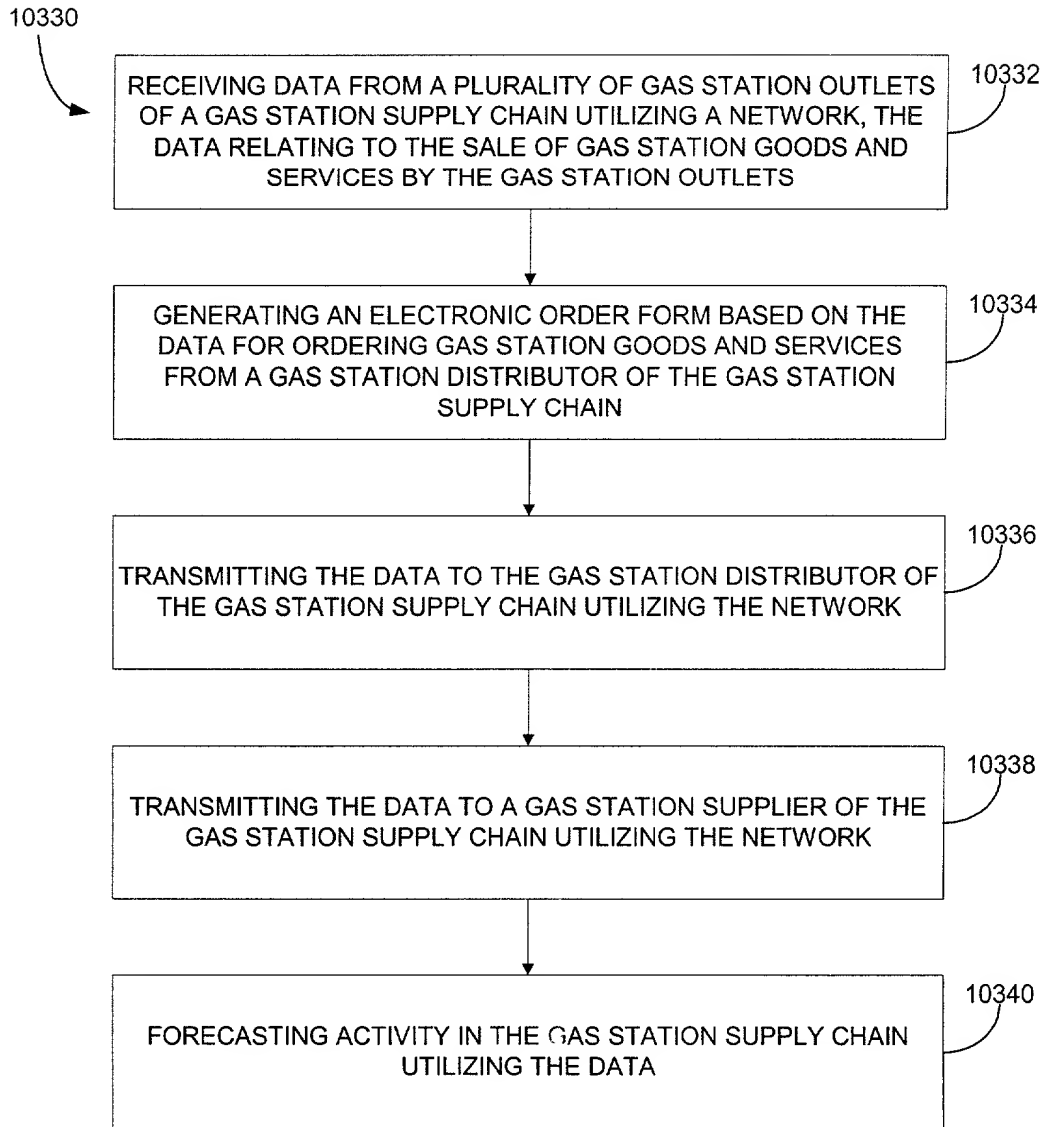


FIG. 103

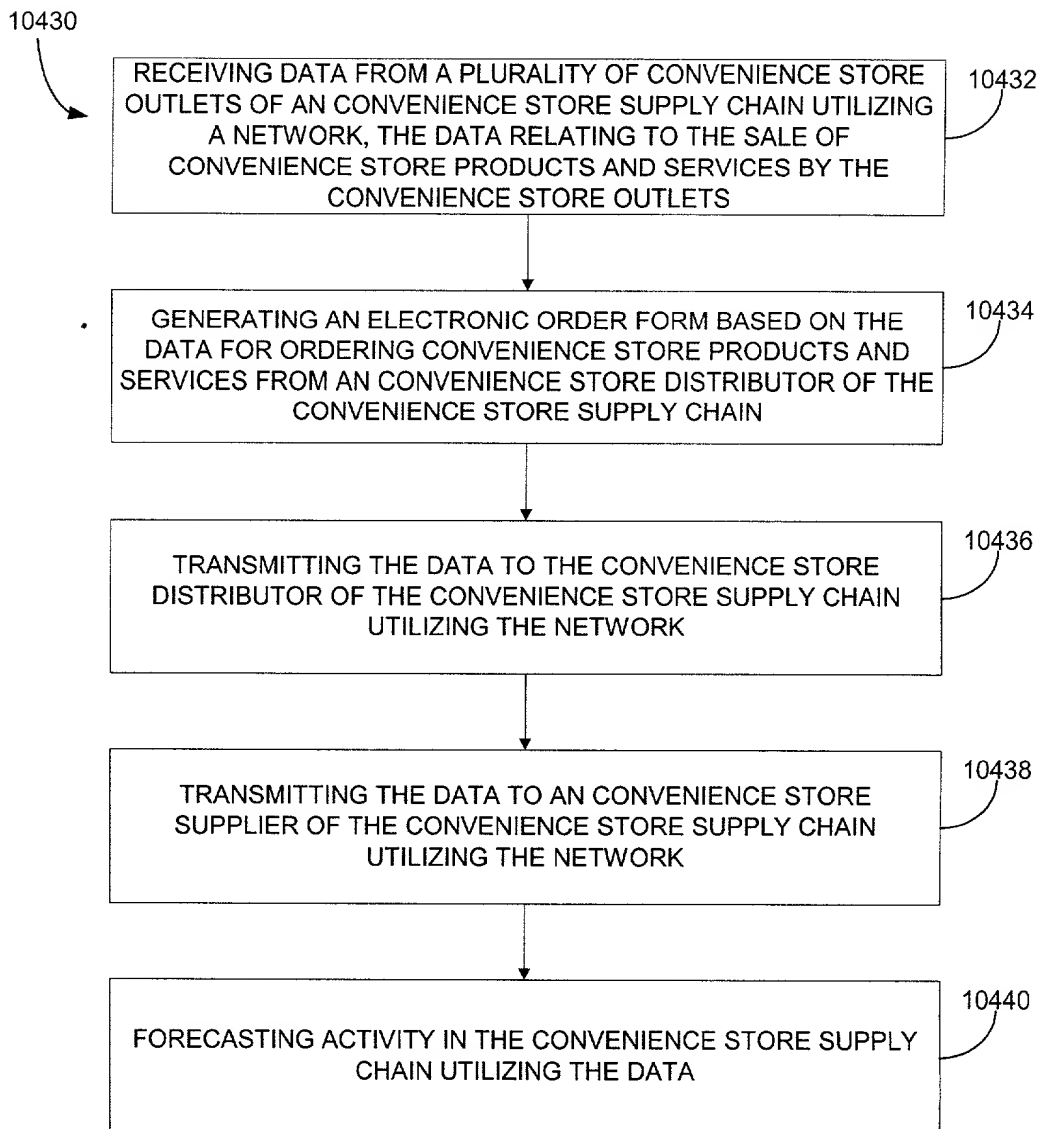


FIG. 104A

10460

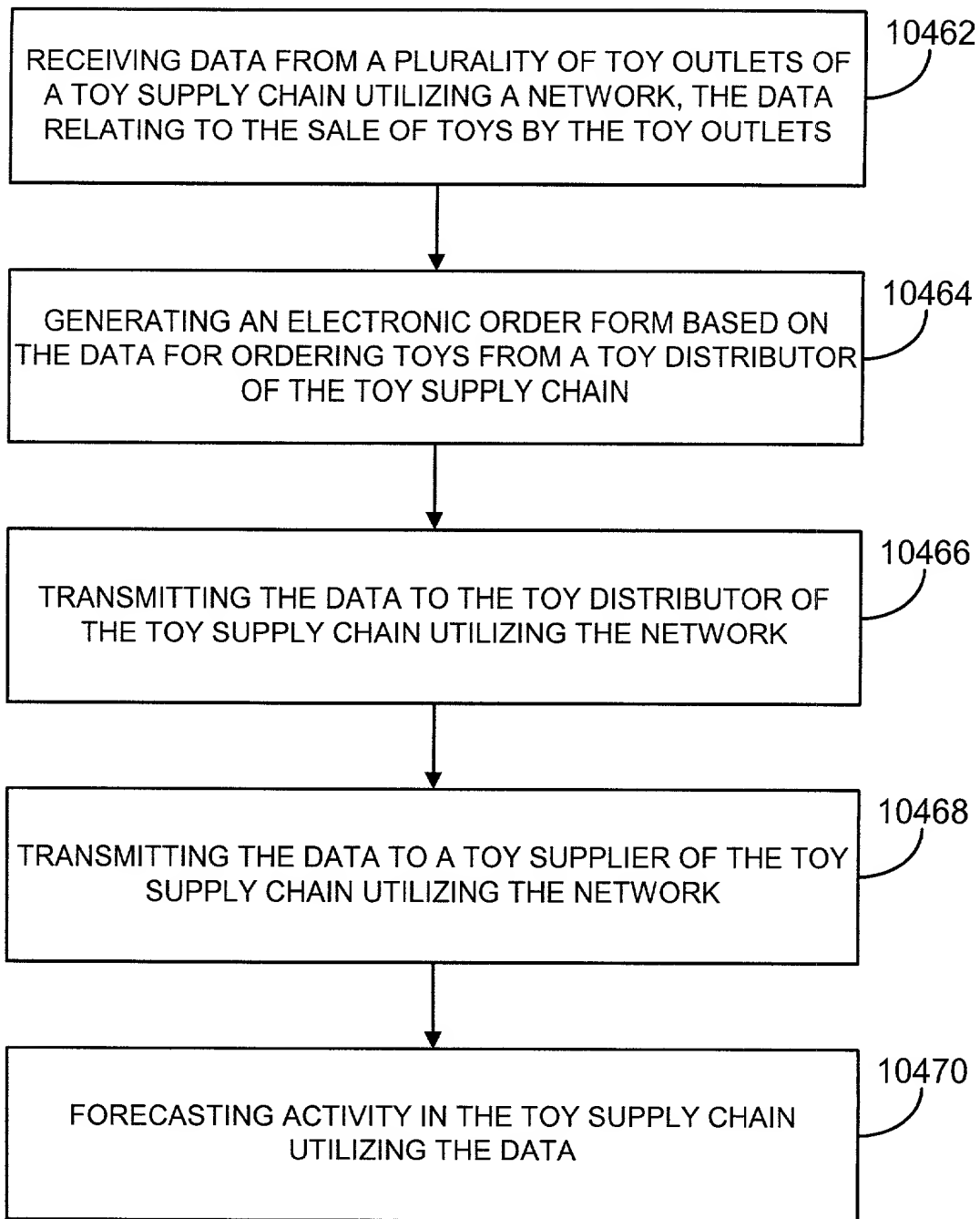


FIG. 104B

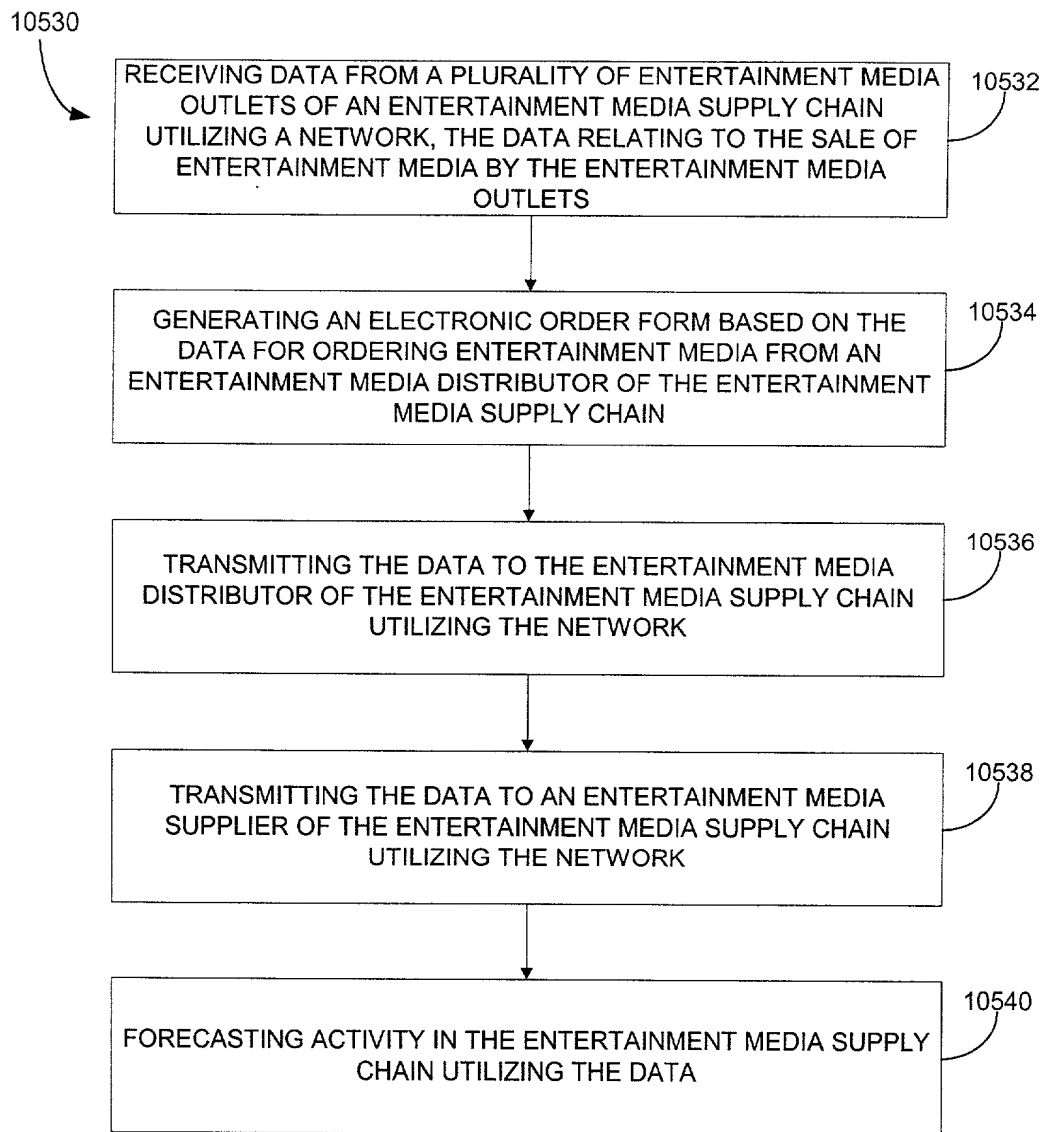


FIG. 105

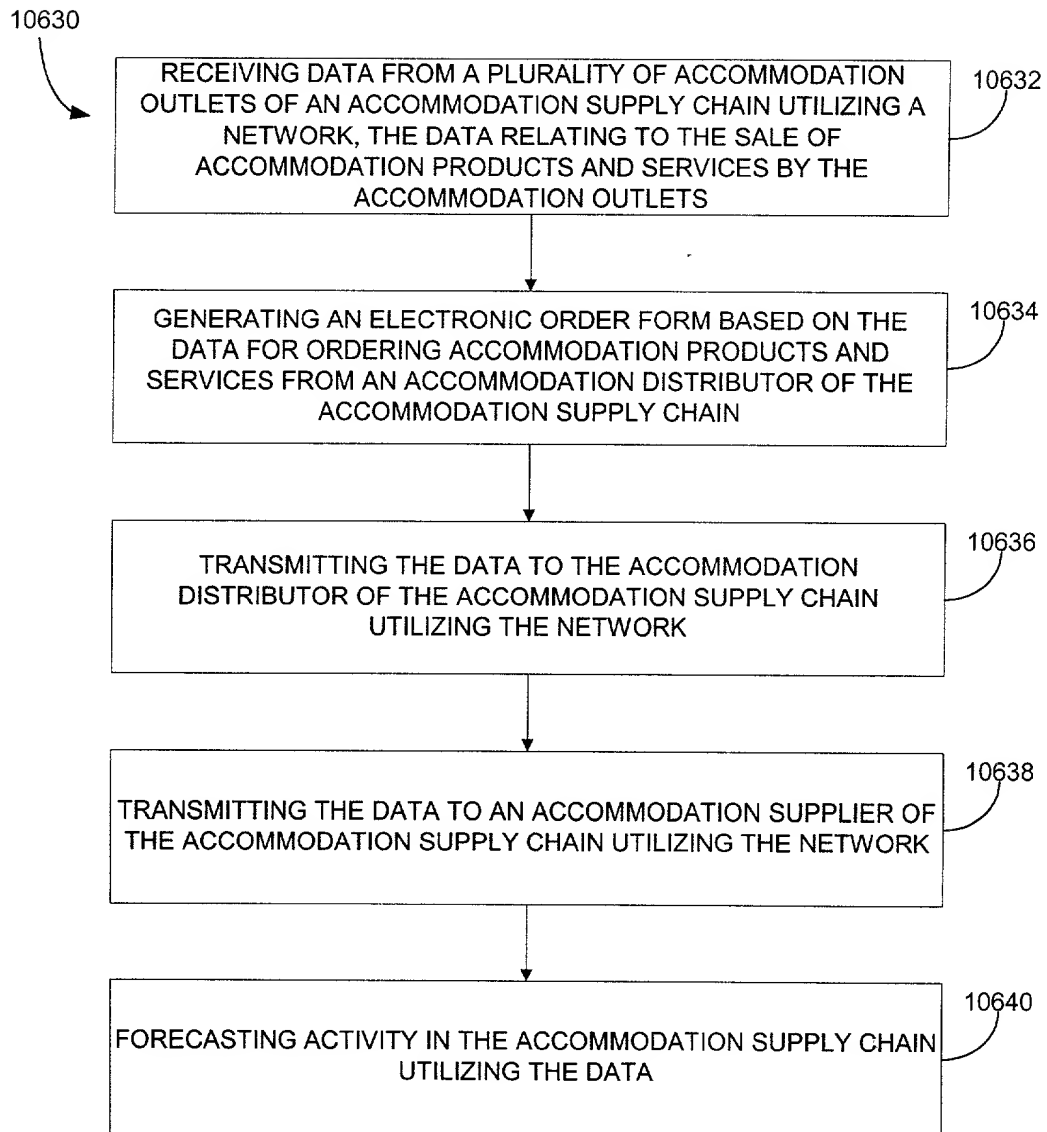


FIG. 106

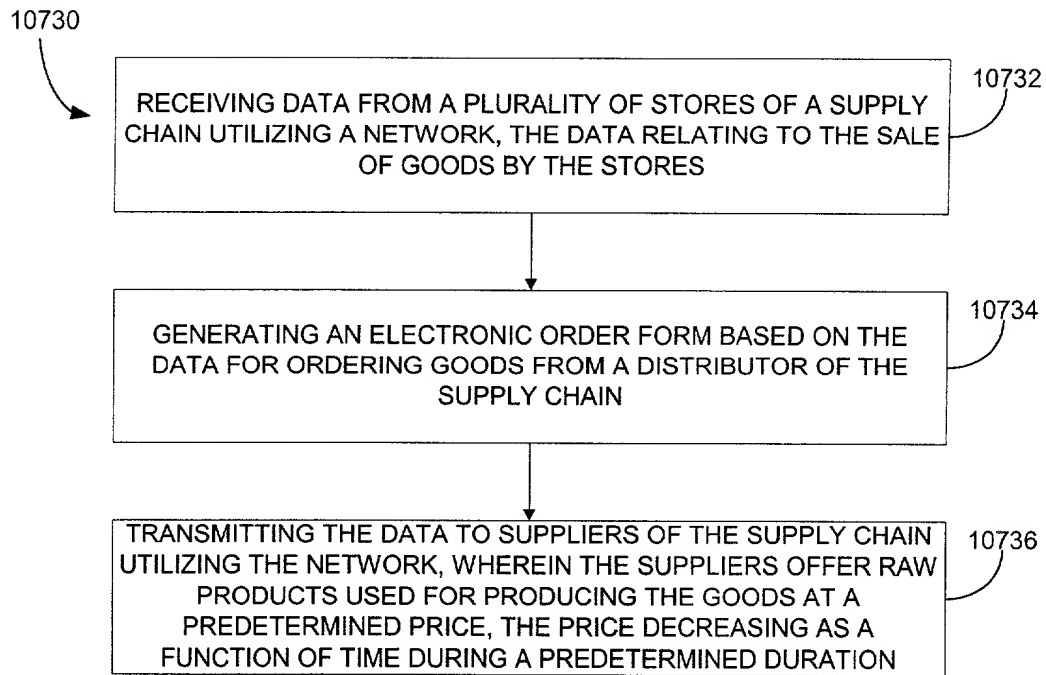


FIG. 107

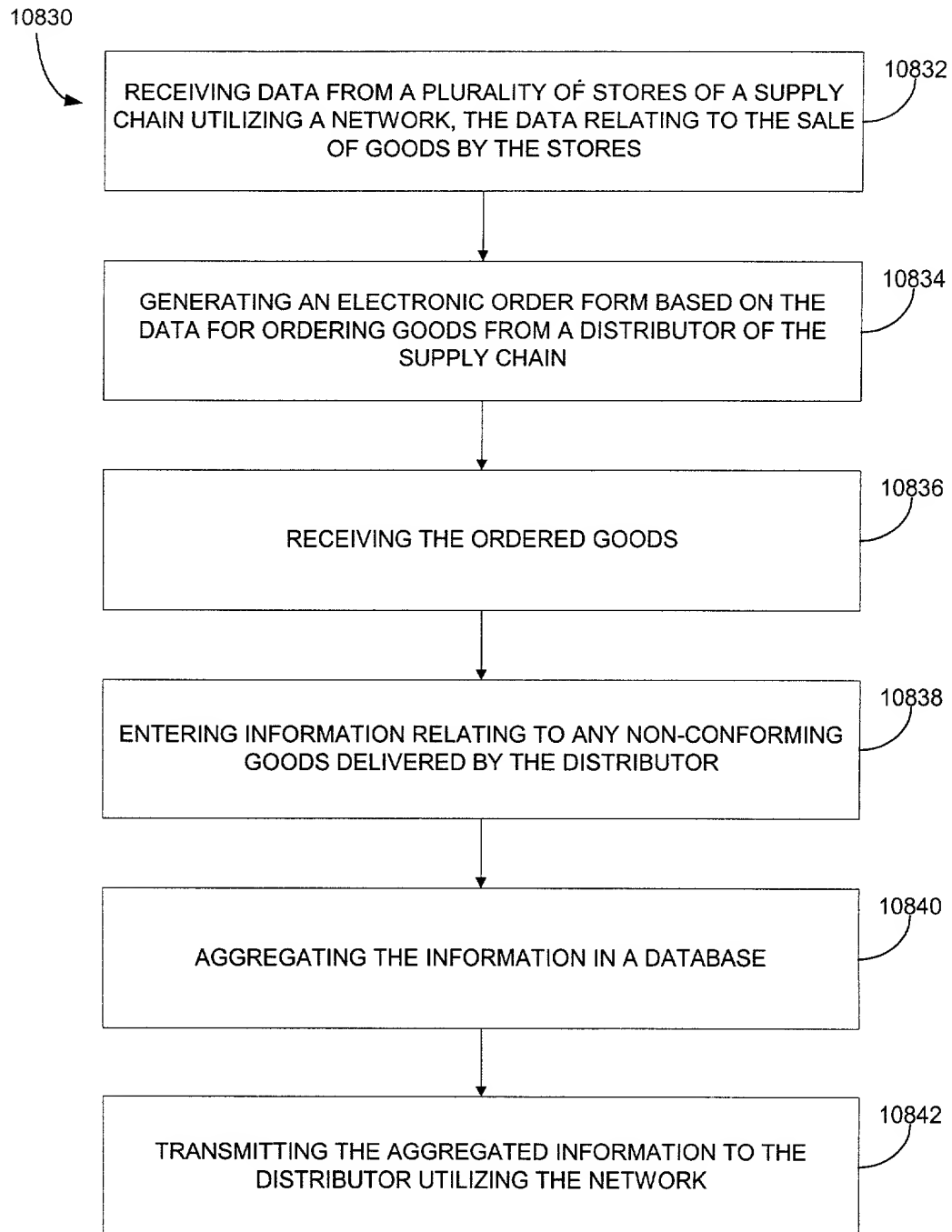


FIG. 108

10900

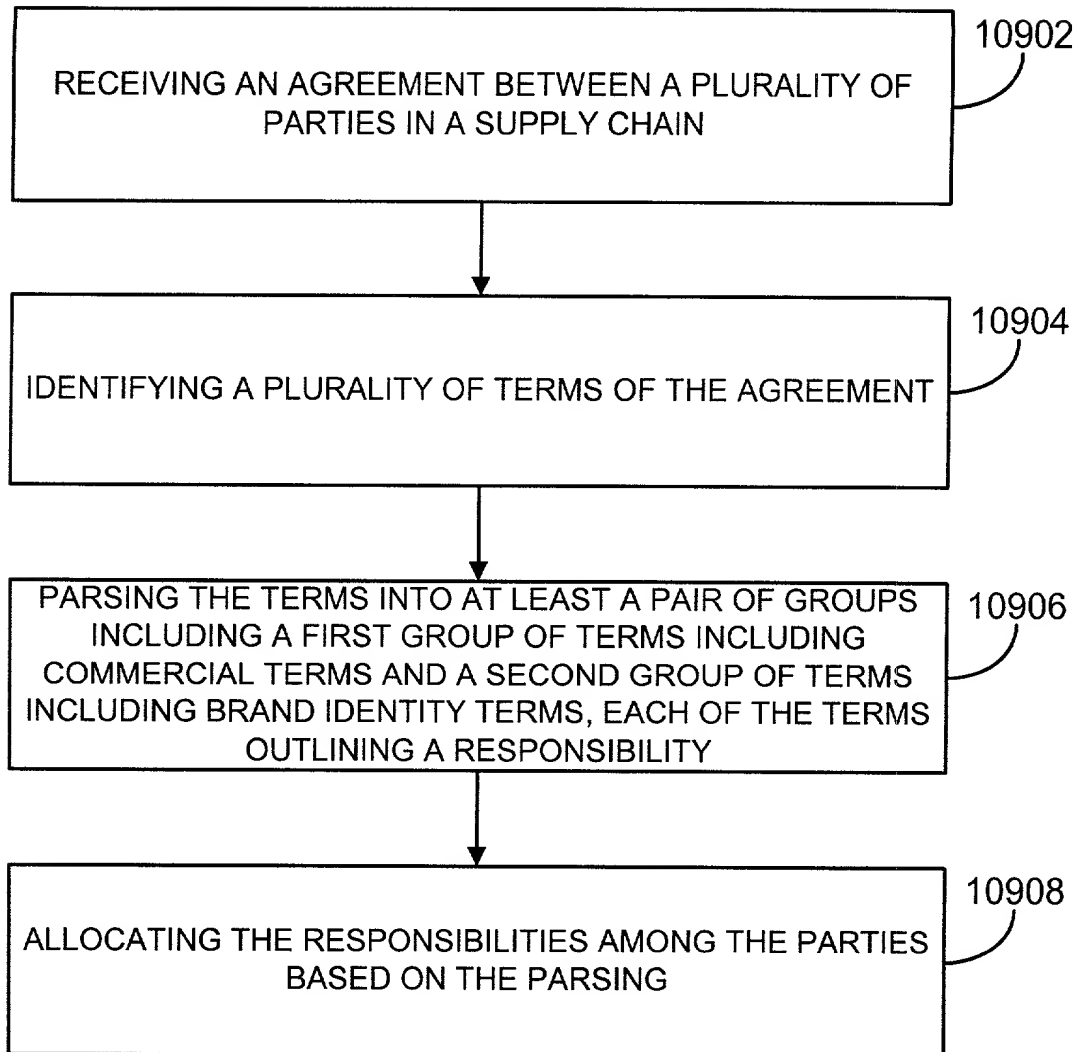


FIG. 109

11000

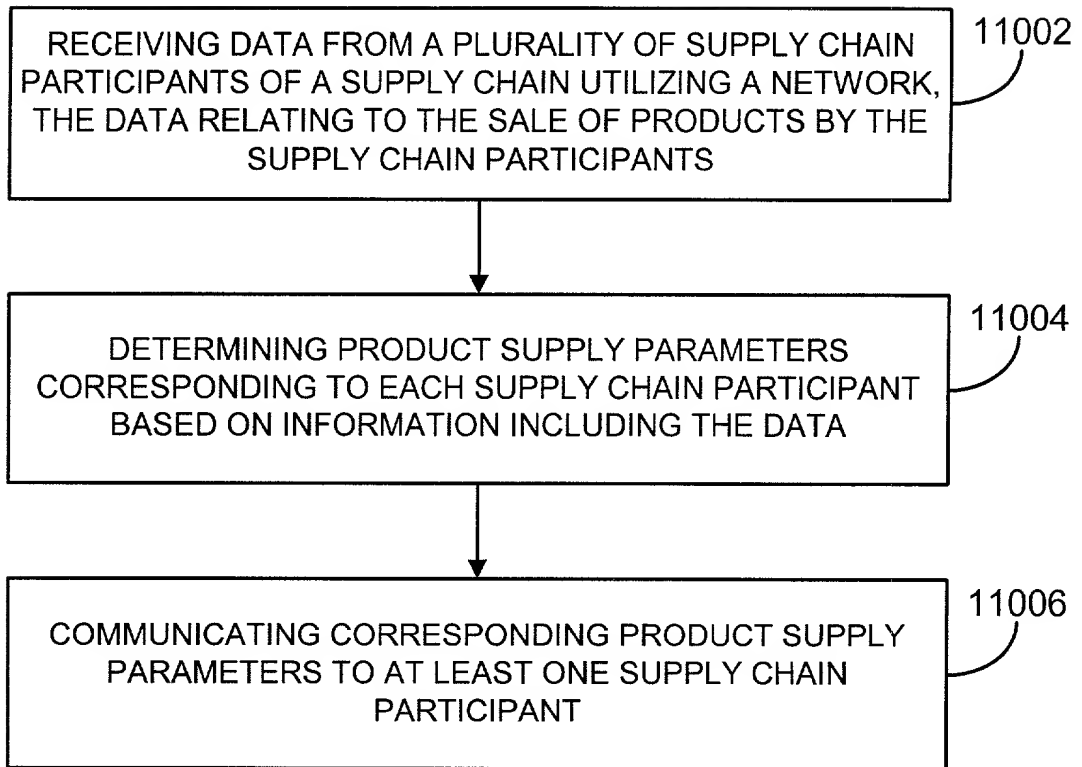


FIG. 110

11100

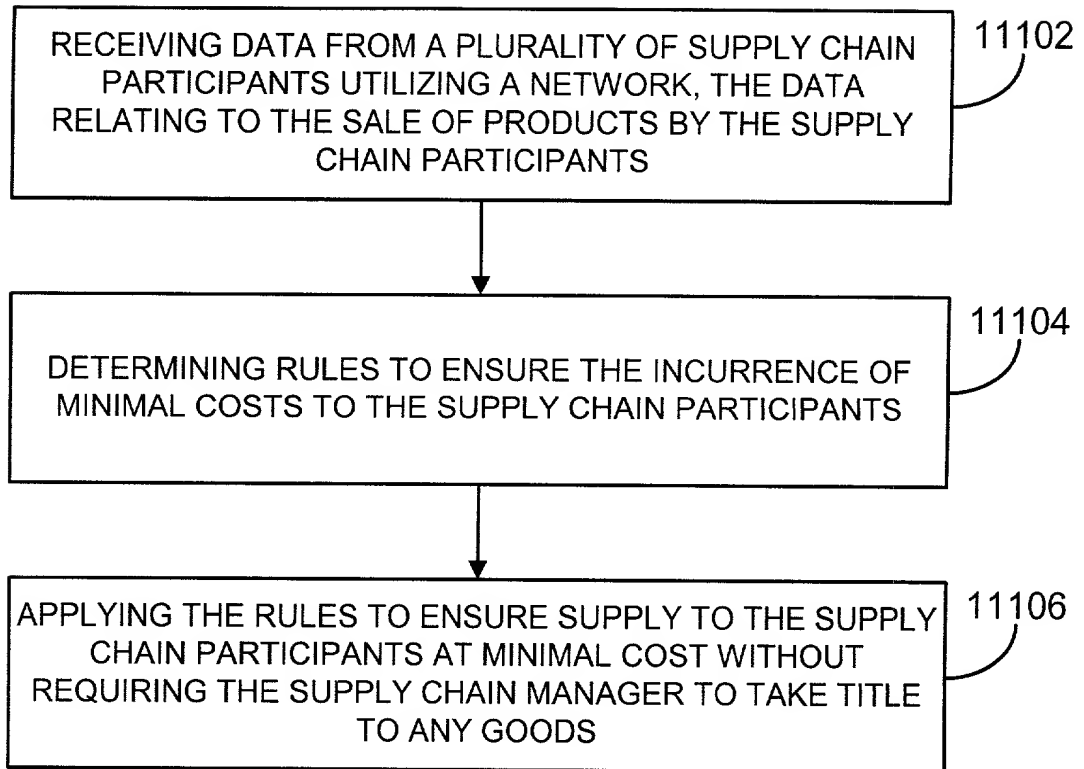


FIG. 111

11200

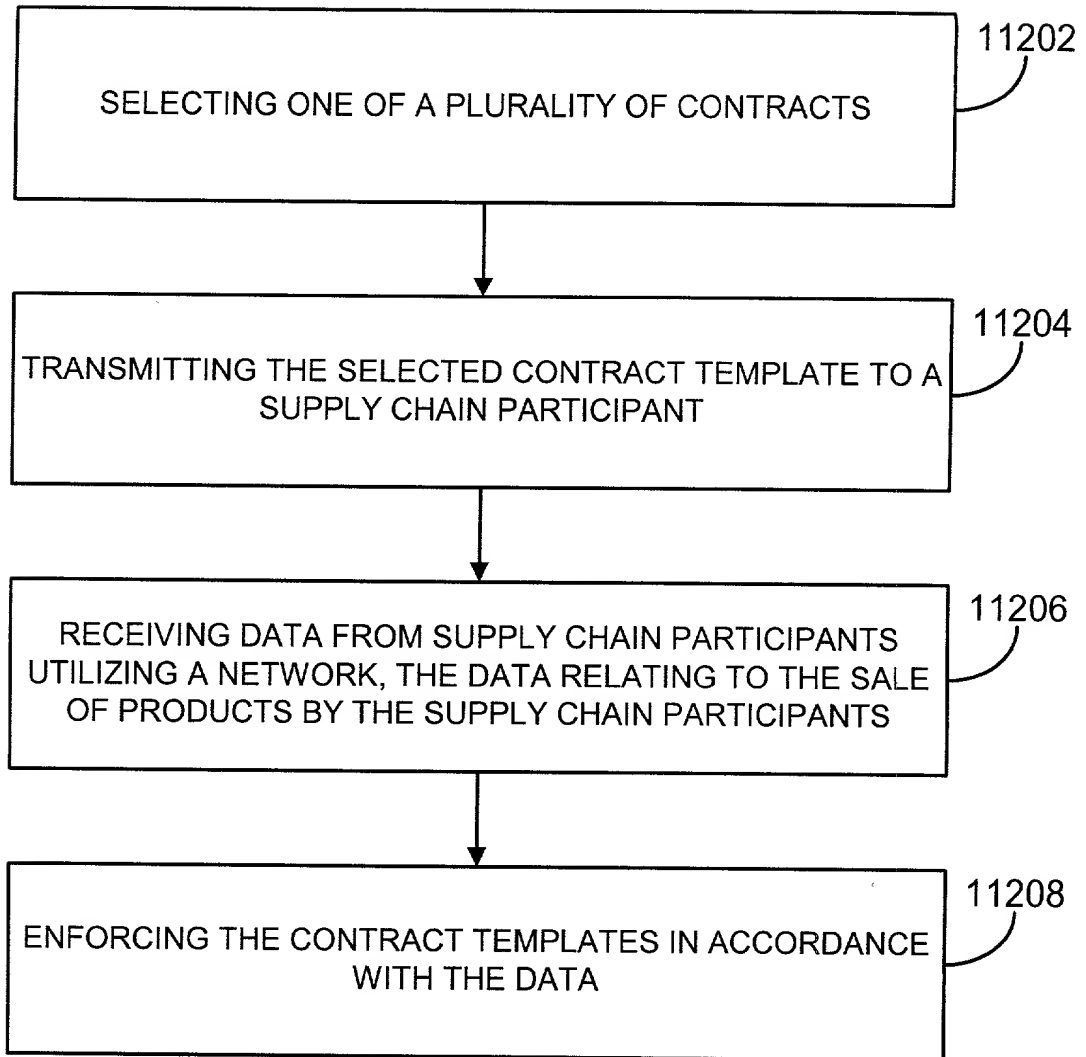


FIG. 112

11300

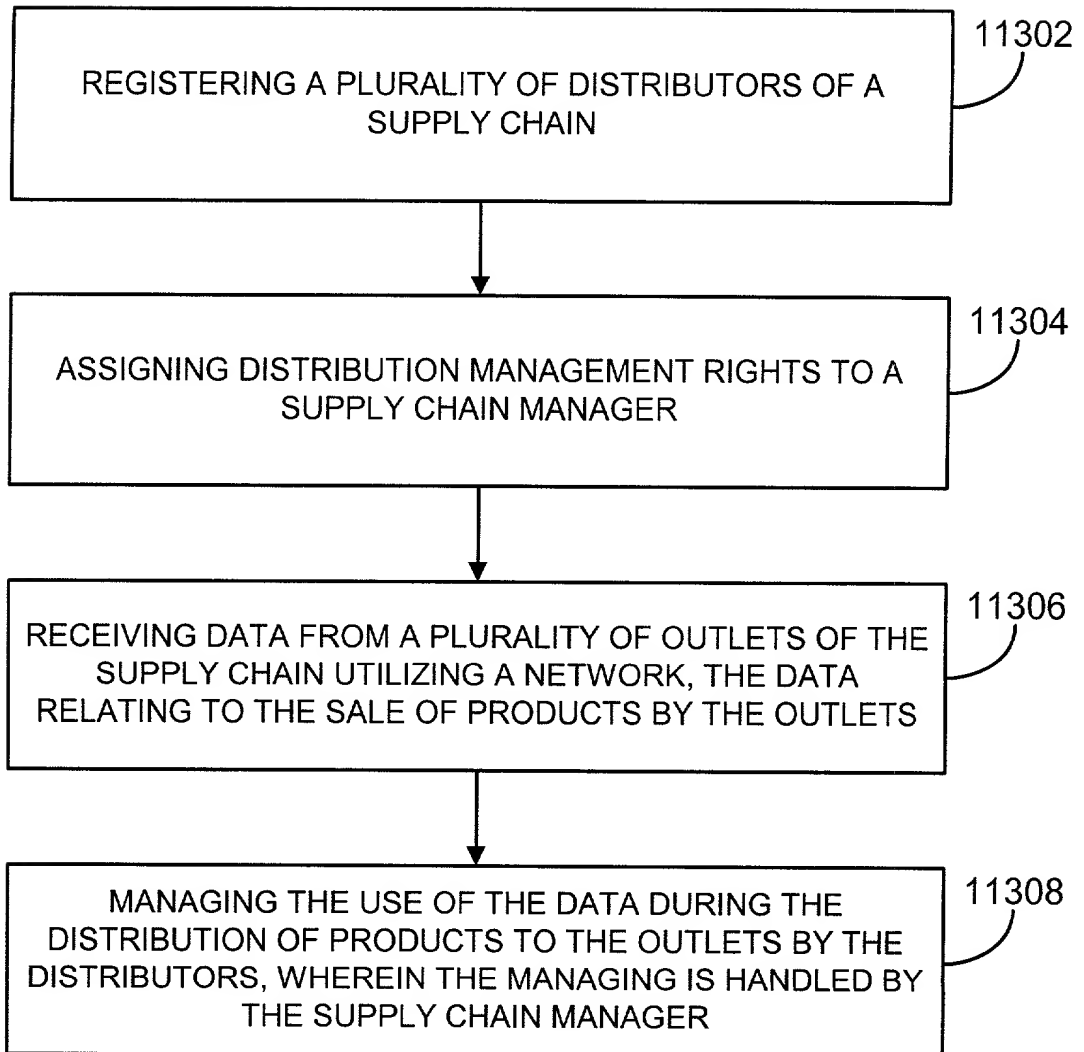


FIG. 113

11400

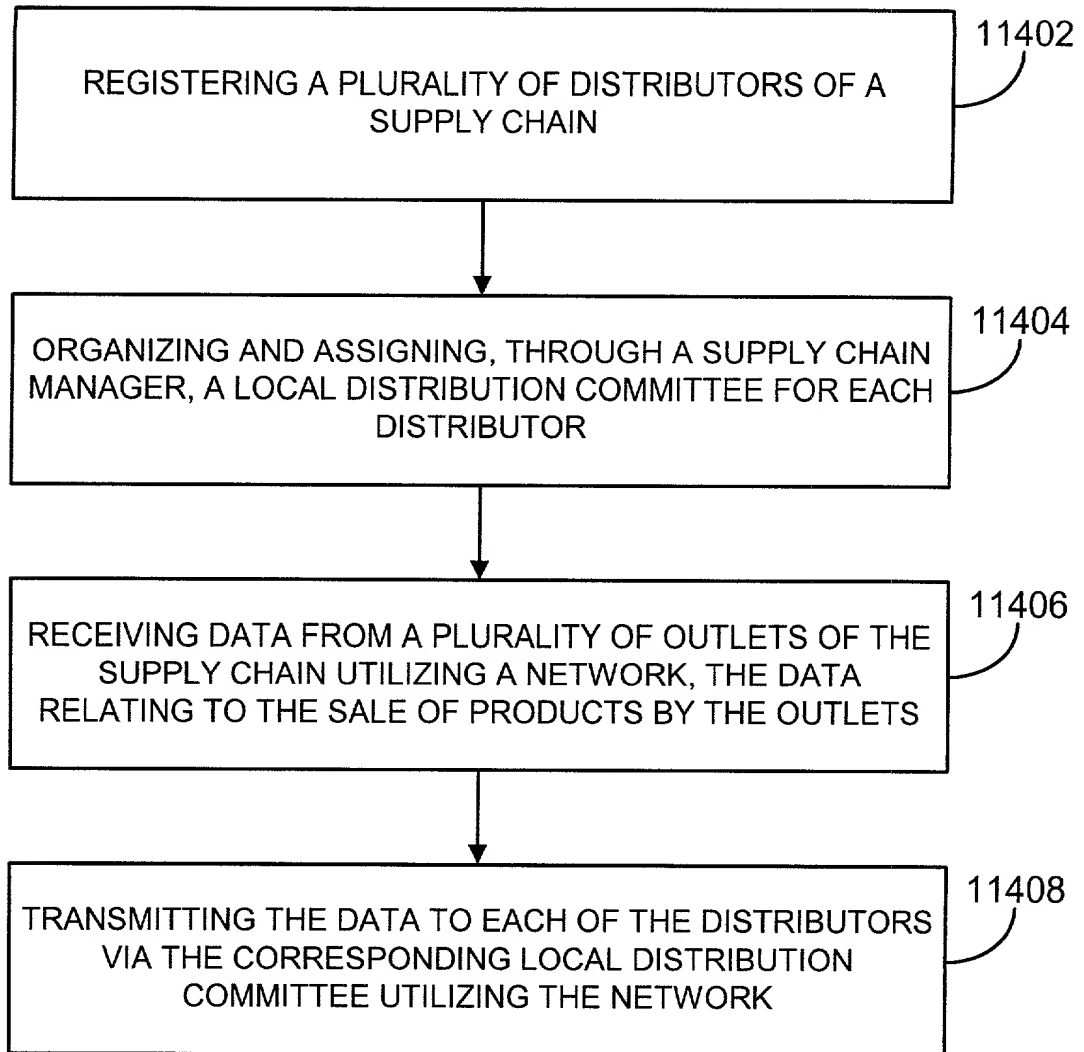


FIG. 114

11500

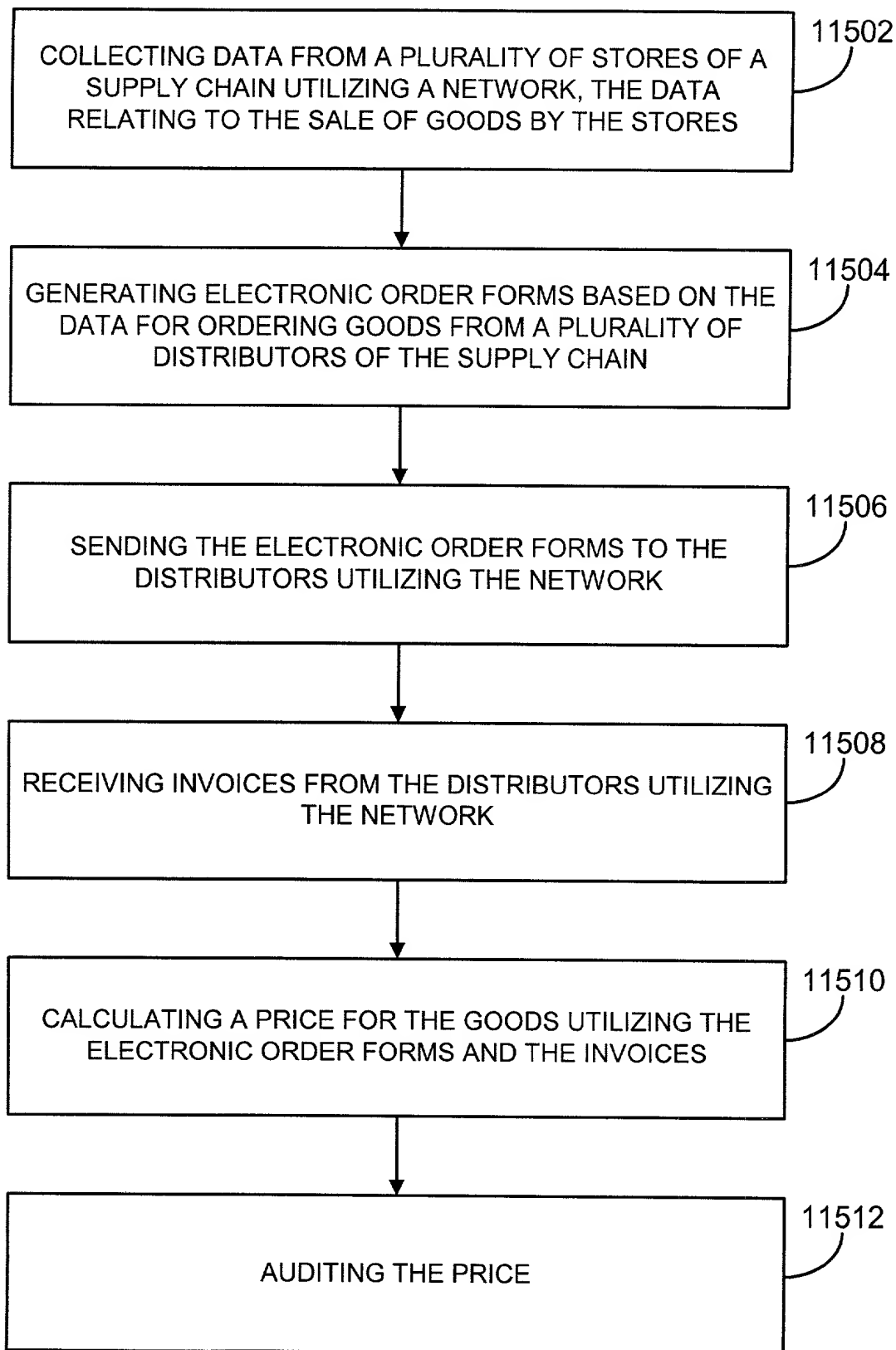


FIG. 115

11600

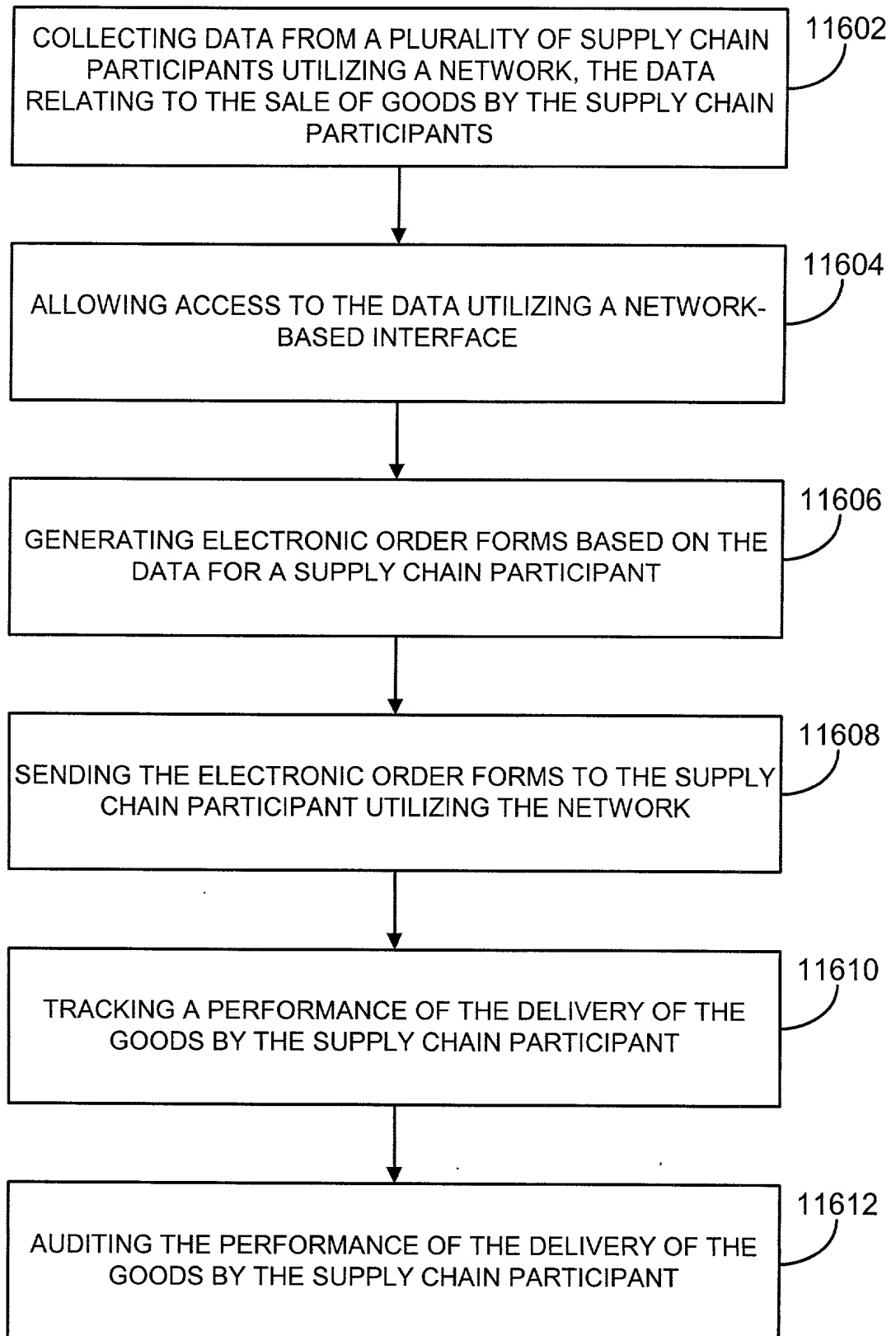


FIG. 116

11700

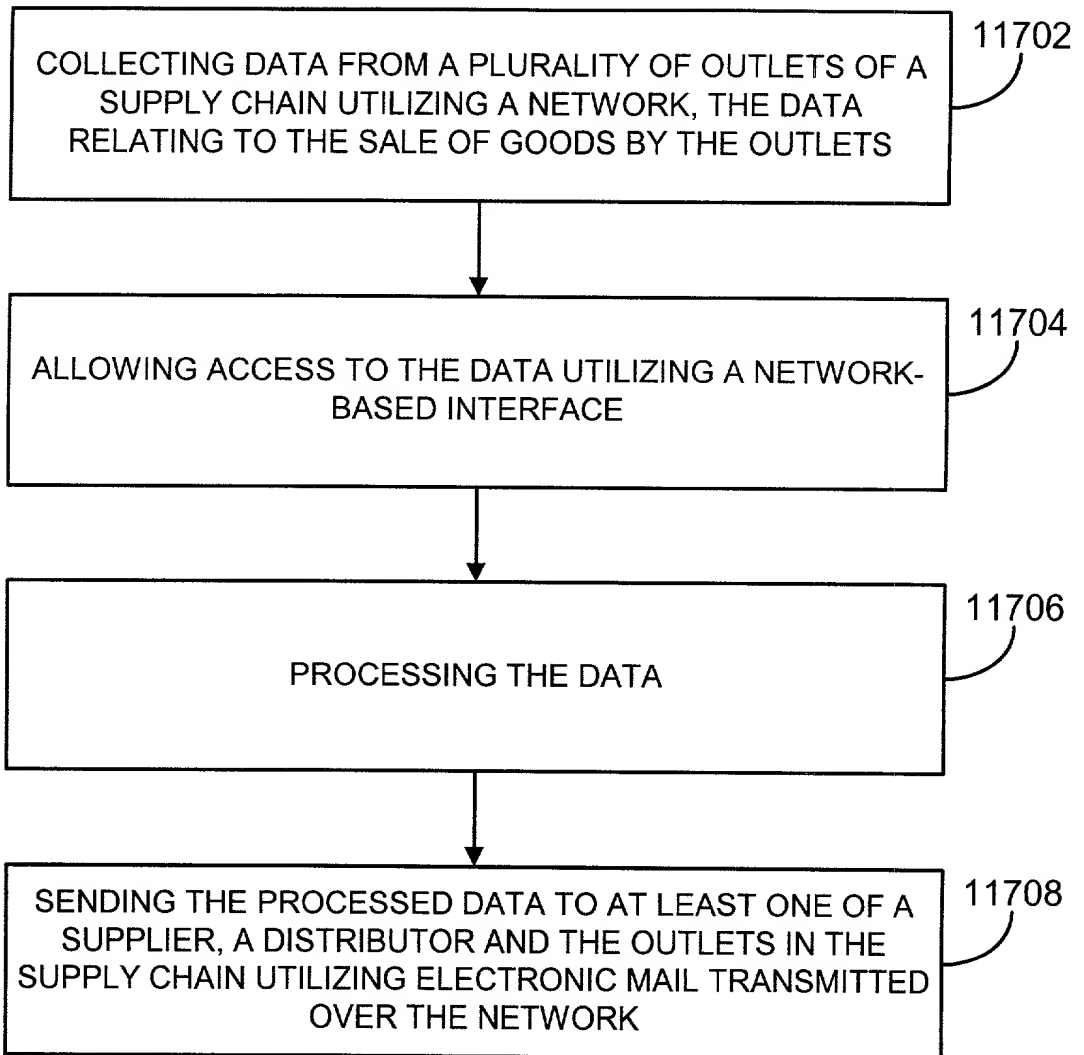


FIG. 117

11800

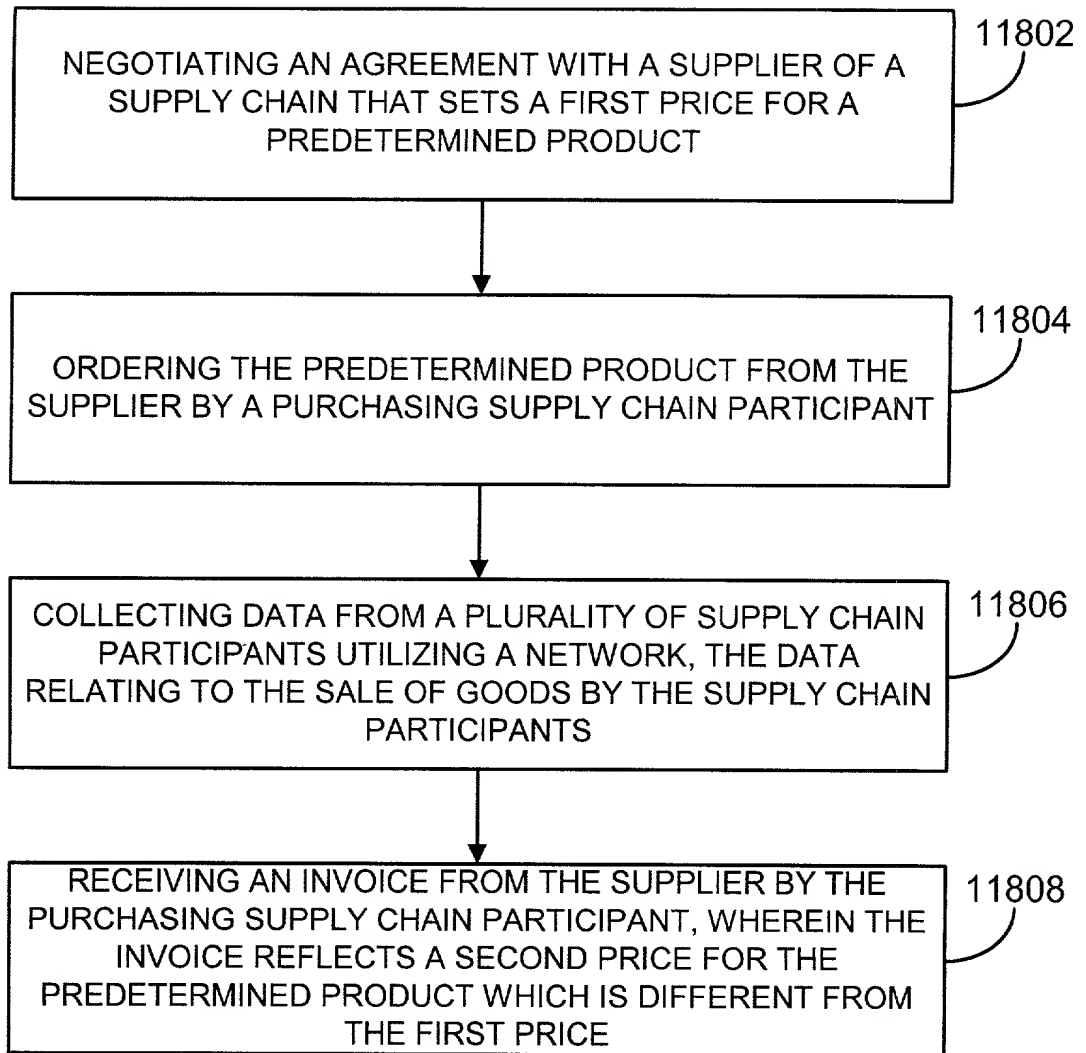


FIG. 118

11900

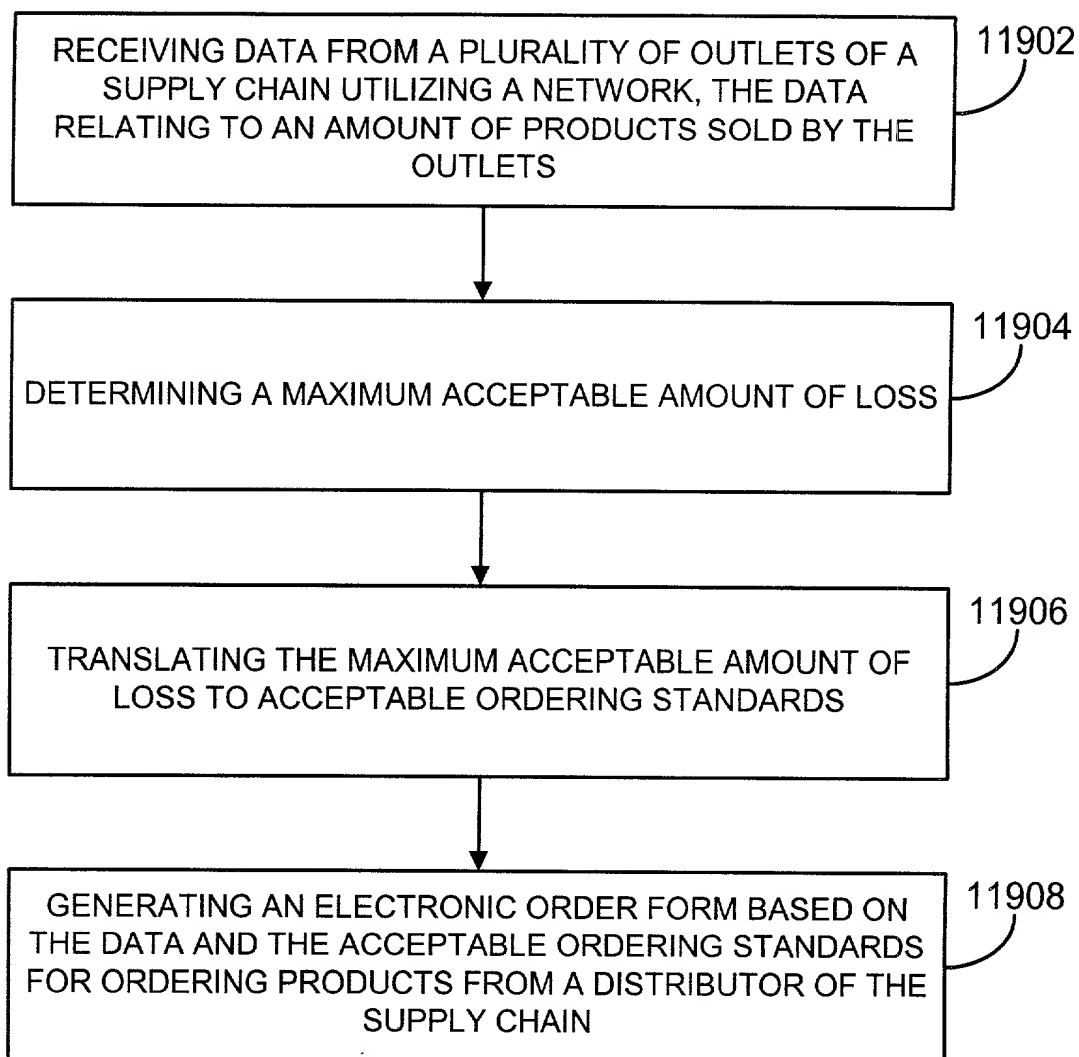


FIG. 119

12000

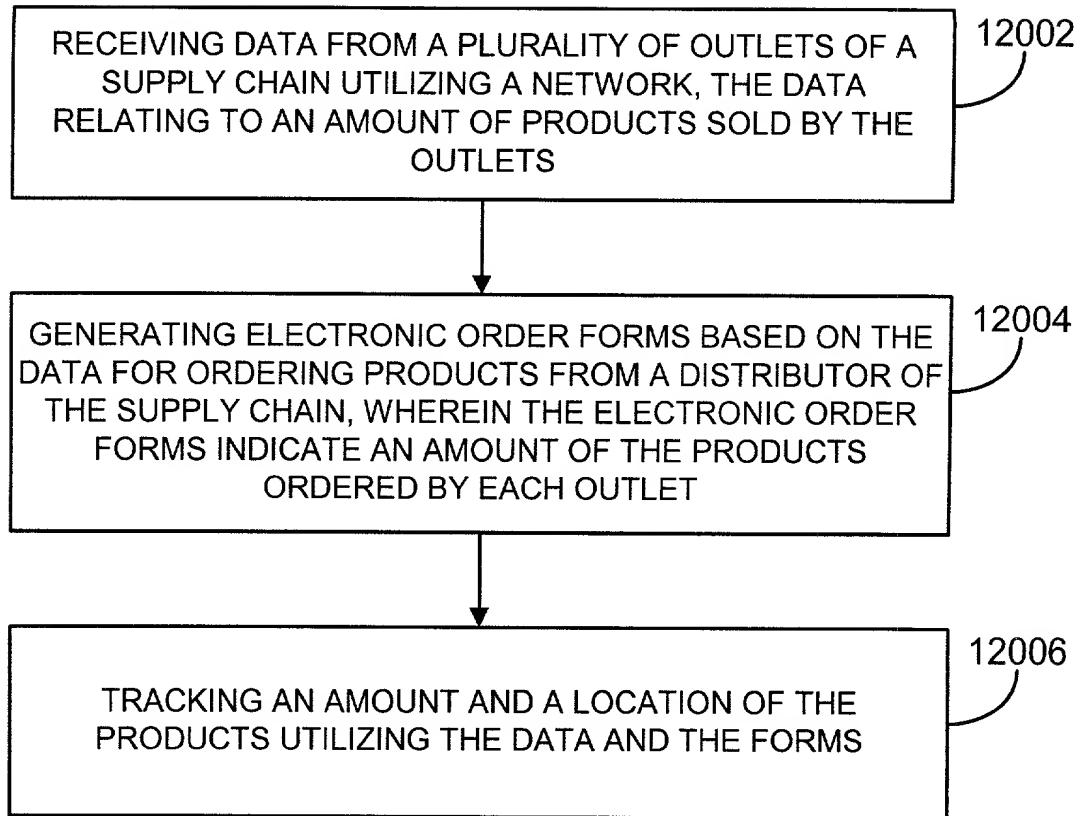


FIG. 120

12100

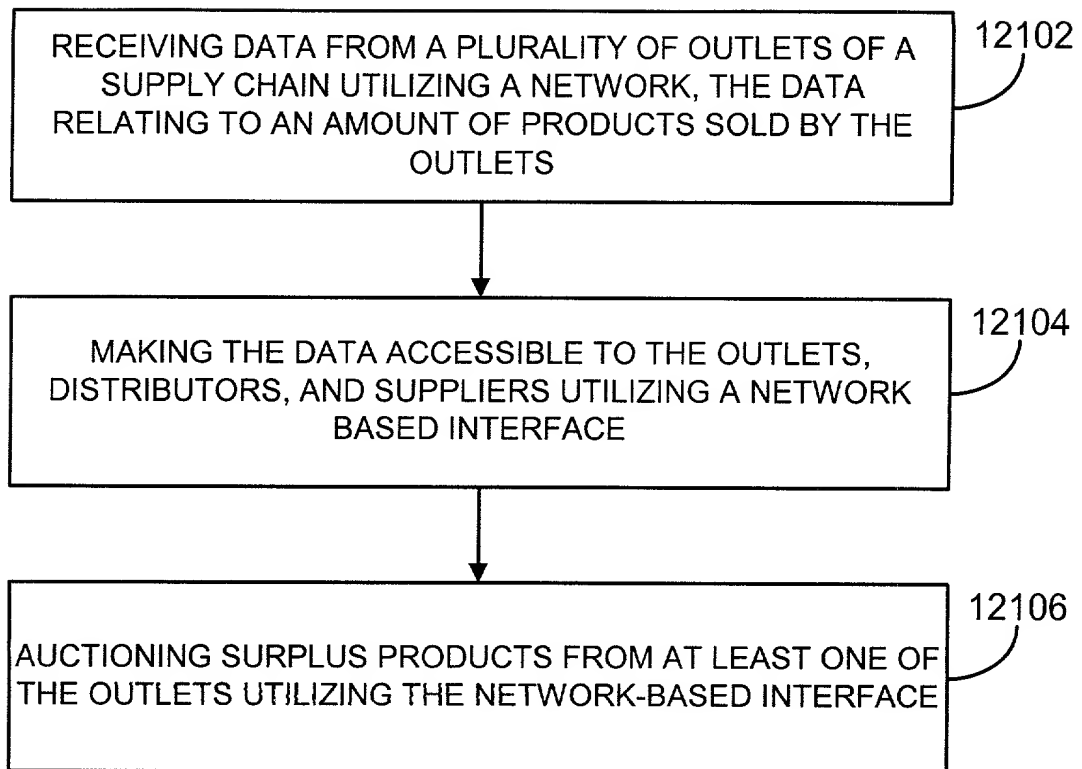


FIG. 121

12200



RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12202



GENERATING AN ELECTRONIC ORDER FORM BASED ON
THE DATA FOR ORDERING PRODUCTS FROM A
DISTRIBUTOR OF THE SUPPLY CHAIN

12204



PROVIDING ACCESS TO THE DATA UTILIZING A NETWORK-
BASED INTERFACE EQUIPPED TO HANDLE SECURE
SOCKETS LAYER (SSL) PROTOCOL

12206

FIG. 122

12300

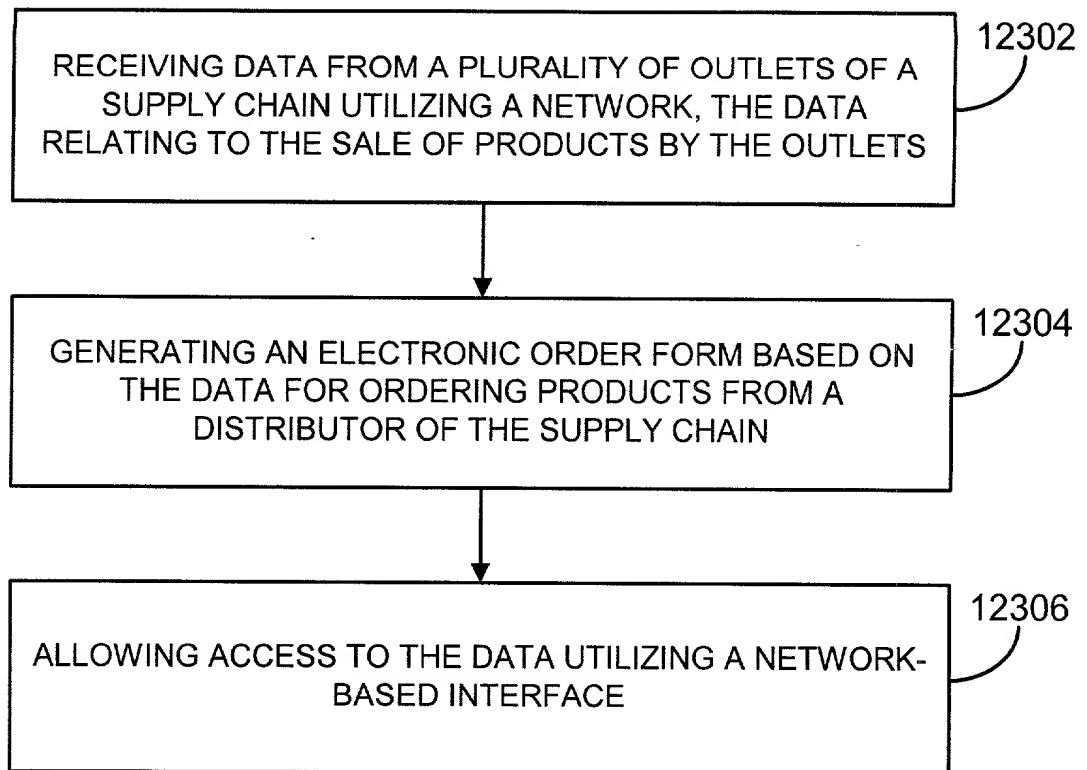


FIG. 123

12400

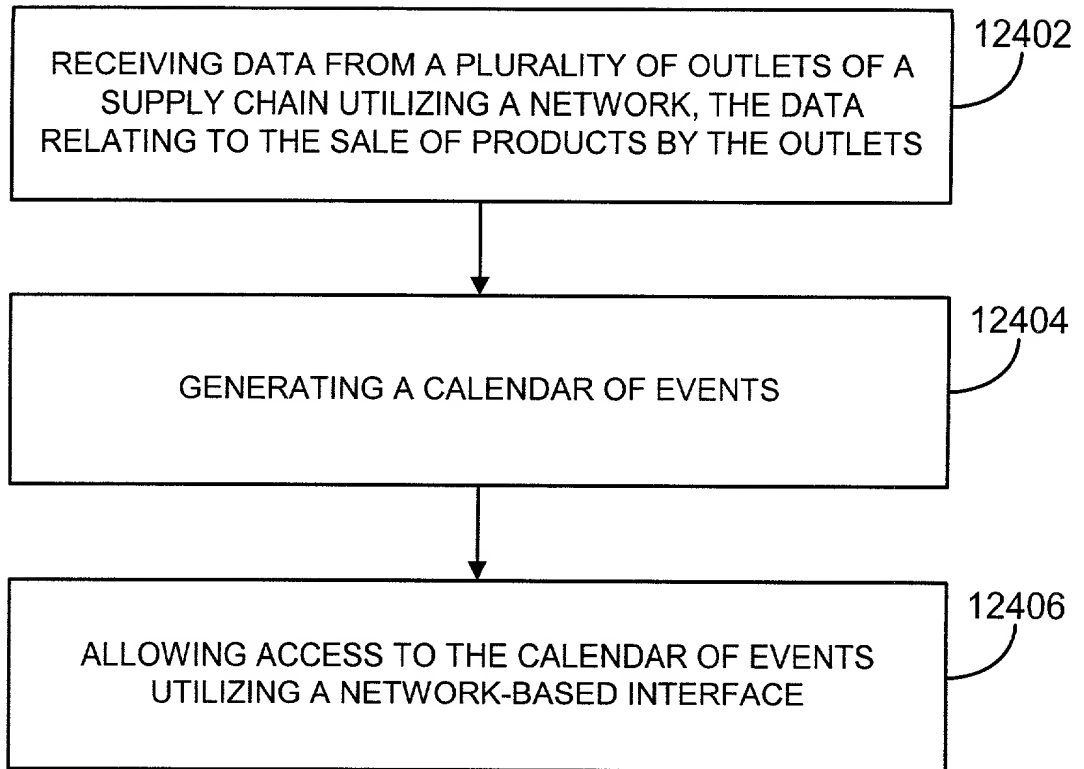


FIG. 124

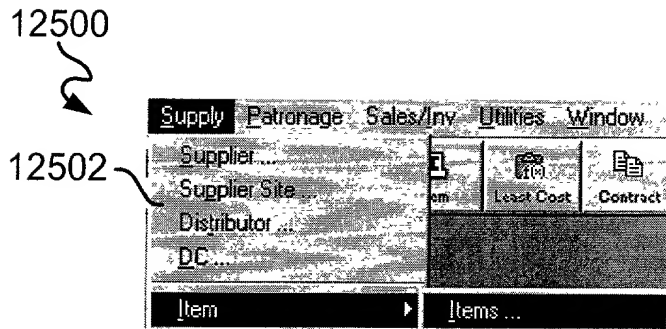


FIG. 125

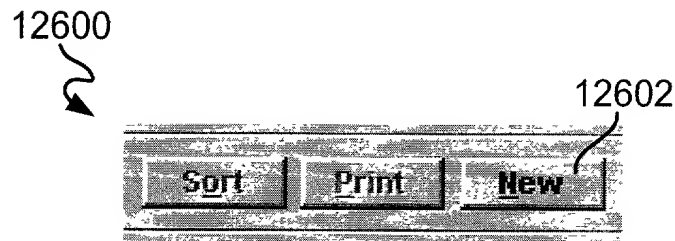


FIG. 126

12700

12702

Item Desc:

Item Number:

Product Cat Code:

Status Code: Active

Item Rank:

FIG. 127

12800

12800



Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

12900



FIG. 129

13000

Supplier Item Desc:		Item No:	
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No	Tie Qty:	
Items per Case:	5000	High Qty:	
Innerpack Contents:	5/1000	Cases Per Pallet:	
Item Size:		Stacking Allowed:	
Case Length:		Universal Product Code:	
Case Width:		Cases Per Truckload:	1350
Case Depth:		Net Weight:	39.00
Case Dimension U/M:	INCH(S)	Gross Weight:	39.00
Item Cube:	0.95 CUBIC FEET	Weight U/M:	POUND(S)
Item Shelf Life:		Bar Code:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information	Site Id: 17355	Site Role: FOB Shipping Point
Site Name:	TYSON FOODS - NEW HOLLAND, PA	

13102

FIG. 131

13200

Site Information	Site Id: 16	FOB Shipping Point
Name:	AMERISERVE-FARMINGDALE, NY	Railroad Name:
Status:	Active	Rail Sidings:

FIG. 132

13300

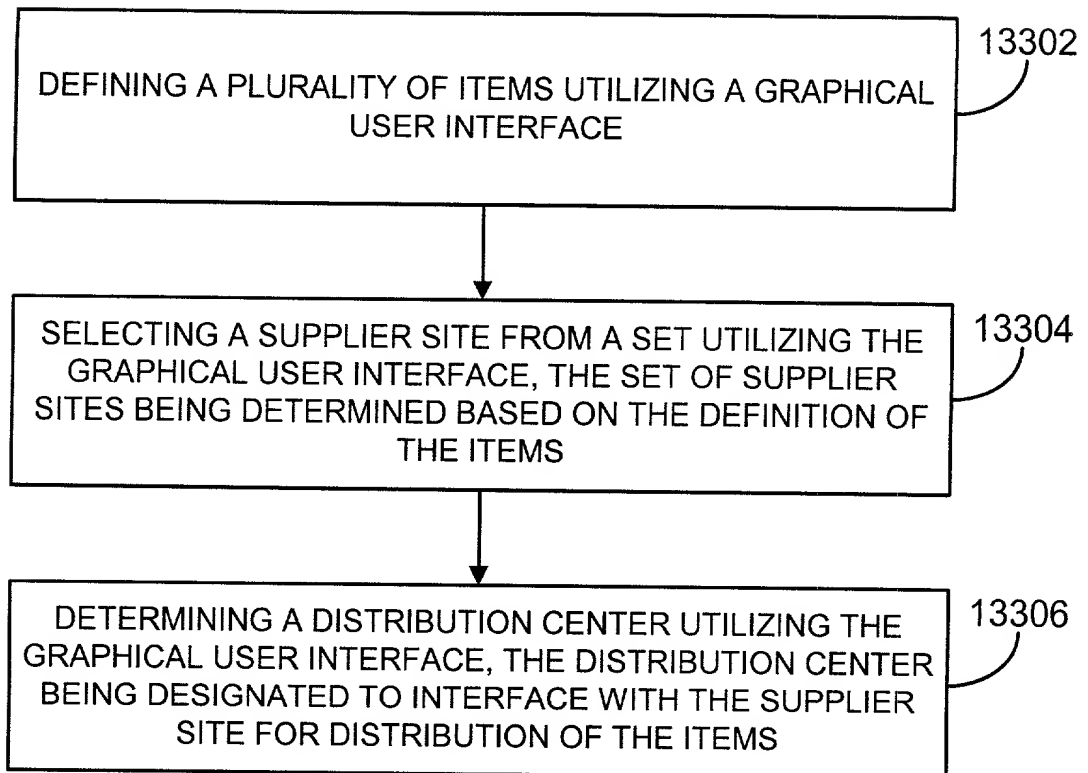


FIG. 133

13400

Item:	WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin:	7/1/96	End:	9/1/96	Final:	<input type="checkbox"/>
Override Rules:	<input type="radio"/> Yes <input checked="" type="radio"/> No	Apply By:	Cell				

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

13800



FIG. 138

13900

Min-Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

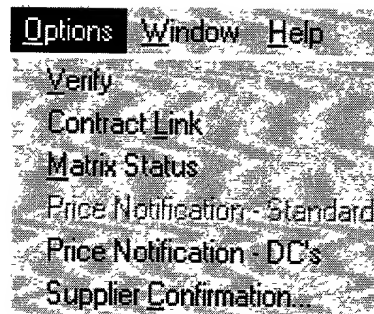


FIG. 141

14300

Cost	▶	Edit / View ...	F3
Commodities	▶	New (using previous matrix) ...	F4
Vendor Rating	▶	New (build matrix) ...	F5
Contact Management	▶	Multi Item Price Notification ...	

FIG. 143

14400

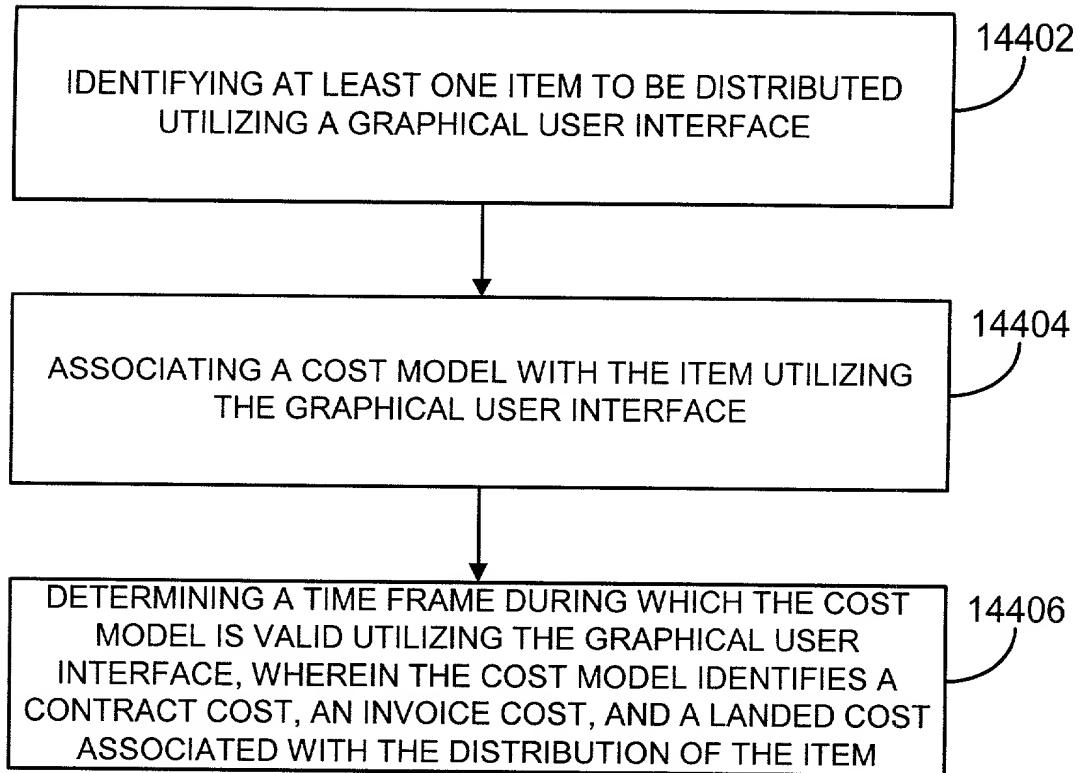


FIG. 144

14500



FIG. 145

14600

Contract ID:	673 - TYSON FOODS
Initial Buyer Name:	Jamie Hersh
Current Buyer Name:	Chris Stein

FIG. 146

14700

Contract Start Date:	05/15/98
Contract End Date:	12/31/02
Execution Date:	5/15/98
Effective:	Shipment Date
Payment Terms:	Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF WHOPPER JR. 2.8 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

Options Window Help

- New Items...
- Delete Item...
- Exhibit A
- Exhibits B
- Exhibits C
- Replacement Exhibit B

FIG. 152

15300



FIG. 153

15400

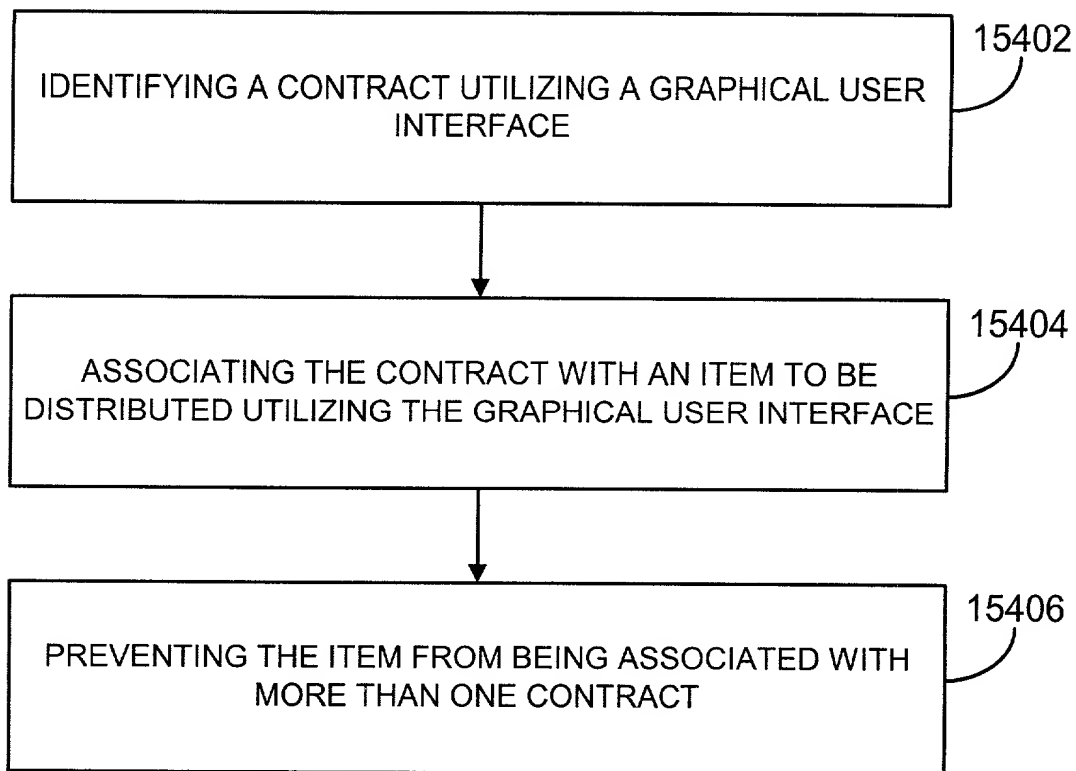


FIG. 154

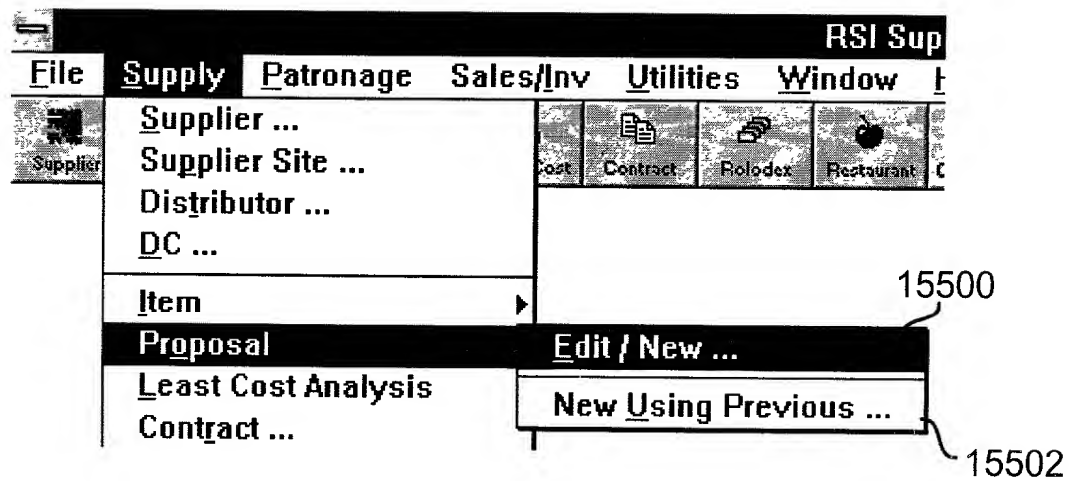


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info	Items	Suppliers	DCs	FGB Price	DC/Rest	Usage	Templates	View Bid
------------------	-------	-----------	-----	-----------	---------	-------	-----------	----------

Proposal Information

Proposal ID:	1021	Proposal Due Date:	06/12/97
Proposal Name:	Foam Hot Cups & Polystyrene Lids	Contract Begin Date:	07/01/97
Buyer Name:	Dennis Clabby	Contract End Date:	06/30/98

Actions

#	Date	Action Description
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup

FIG. 156

15600

15700



FIG. 157

15800

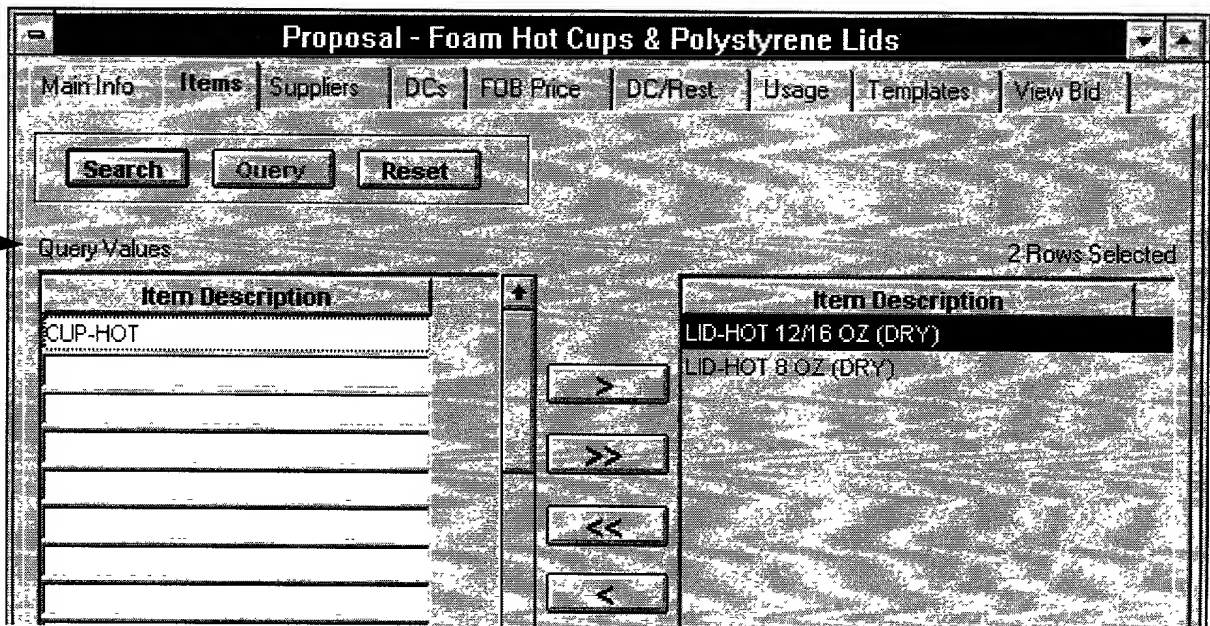


FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description		Item Description
CUP-HOT 12 OZ (PAPER)	DRY	CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (PAPER)	DRY	CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (PAPER)	DRY	CUP-HOT 8 OZ (DRY)
		LID-HOT 12/16 OZ (DRY)
		LID-HOT 8 OZ (DRY)

15902

15904

15906

15908

FIG. 159

16000

Main Info | Items | Suppliers | DCs | **FOB Price** | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	Mayonaise Components
	(None Selected)
	Generic FOB Pricing
	Mayonaise Components

FIG. 160

16100



Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC Item Growth	Projected Unit Usage		↑
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755		
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083		
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37		

FIG. 161

16200

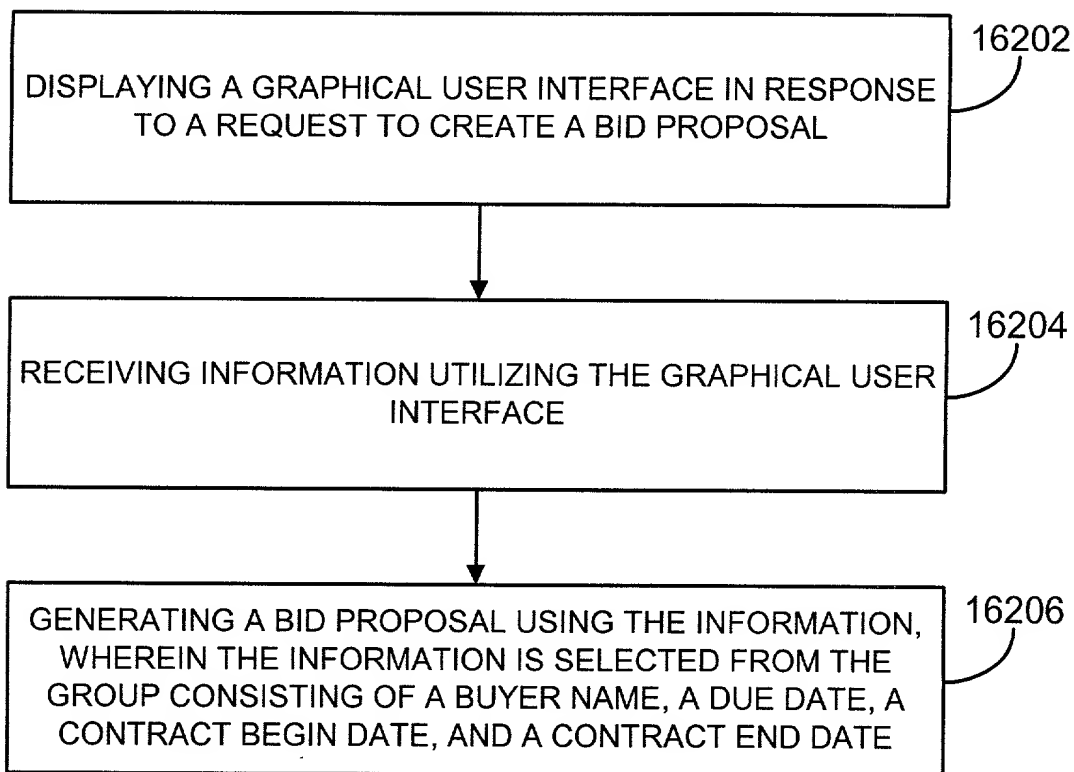


FIG. 162

16300



FIG. 163

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
Bid Proposal Cover Letter	?		Y
General Terms and Conditions	?		N
Usage Estimates	?		N
Supplier Facility Worksheets	?		N
Item Information Worksheets	?		N
Sample Supply Agreement	?		N
BK Specification Request	?		N
FOB Price Component	?		N
Truckload Freight Worksheet	?		N
LTL Freight Worksheet	?		N

FIG. 164

16500

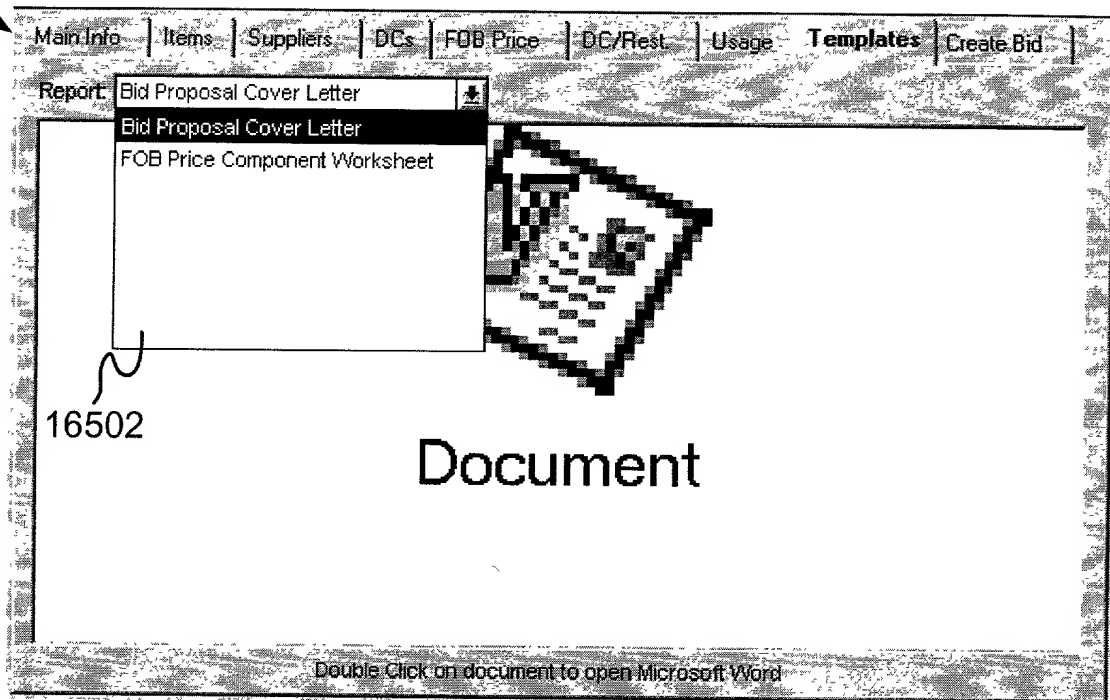


FIG. 165

16600

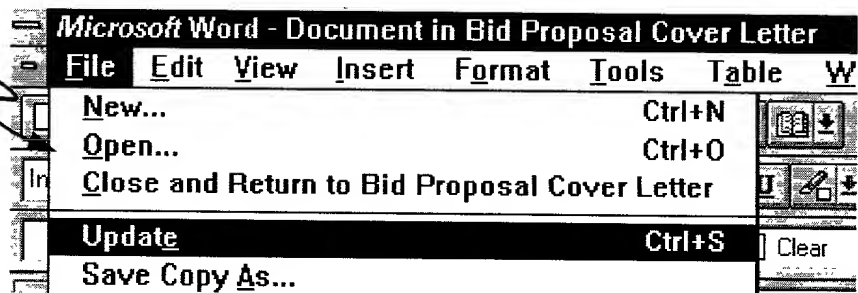


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | **Create Bid**

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

General		Cost	
Bid Proposal Cover Letter	<input checked="" type="checkbox"/>	FOB Price Component Worksheet	<input checked="" type="checkbox"/>
General Terms & Conditions	<input checked="" type="checkbox"/>	Truckload Freight Worksheet	<input checked="" type="checkbox"/>
Usage Estimates	<input checked="" type="checkbox"/>	LTL Freight Worksheet	<input checked="" type="checkbox"/>
Supplier Facility Worksheet	<input checked="" type="checkbox"/>		
Item Information Worksheet	<input checked="" type="checkbox"/>	Blank Sheets	
Sample Supply Agreement	<input checked="" type="checkbox"/>	Supplier Facility Worksheet	<input checked="" type="checkbox"/>
BK Specification Request	<input checked="" type="checkbox"/>	Item Information Worksheet	<input checked="" type="checkbox"/>
		FOB Price Component Worksheet	<input checked="" type="checkbox"/>
		Truckload Freight Worksheet	<input checked="" type="checkbox"/>
		LTL Freight Worksheet	<input checked="" type="checkbox"/>

*LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

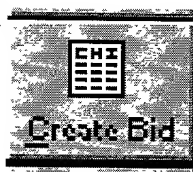


FIG. 168

16900

Report: 7/2/97

Item Information Worksheet	Supplier
Bid Proposal Cover Letter	(all)
FOB Price Component Worksheet	
General Terms & Conditions	
Item Information Worksheet	Restaurant Services, Inc.
LTL Freight Worksheet	Item Information Worksheet
Sample Supply Agreement	ATTY
Supplier Facility Worksheet	DS

FIG. 169

17000

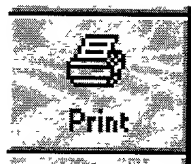


FIG. 170

17100



FIG. 171

17200

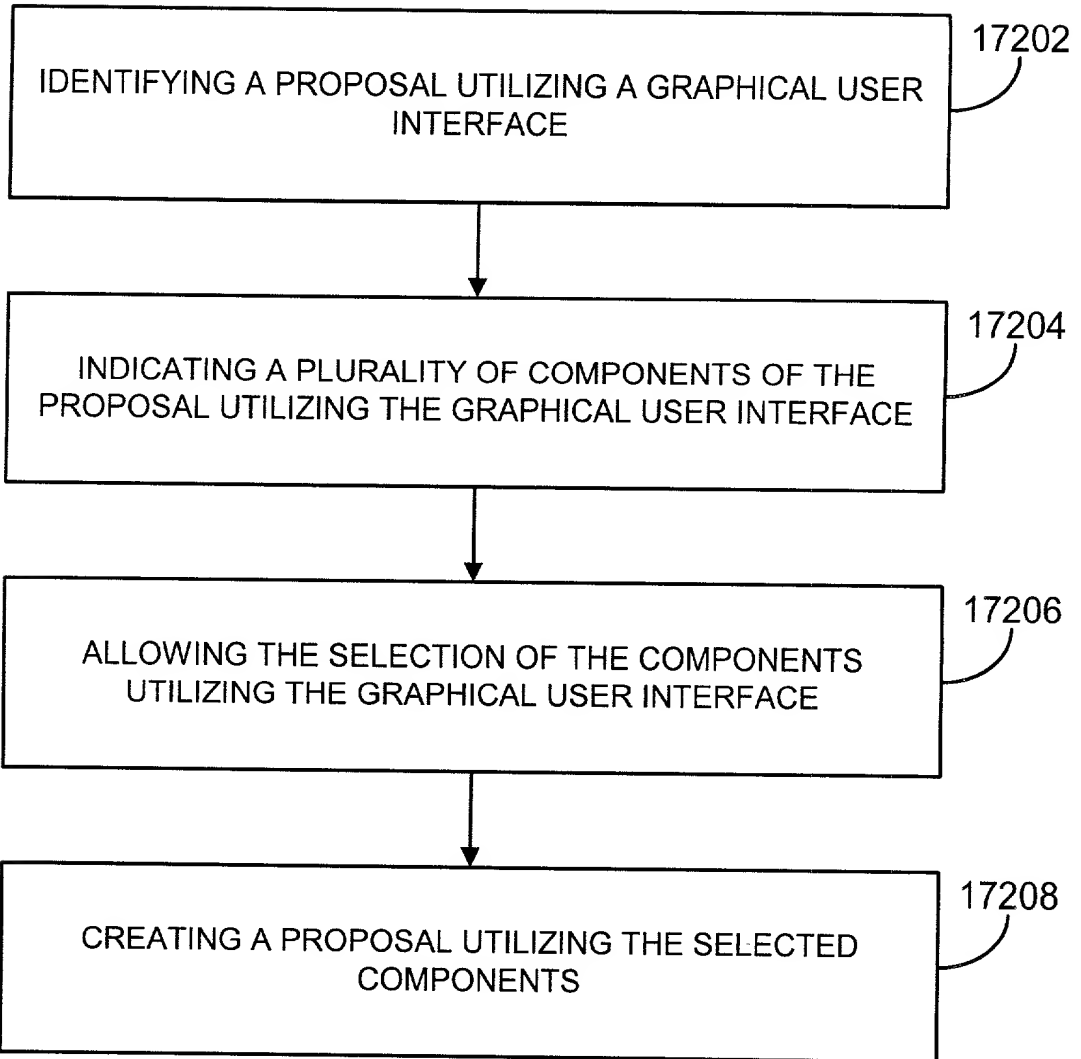


FIG. 172

17300

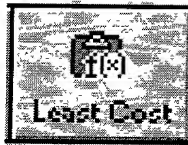


FIG. 173

17400

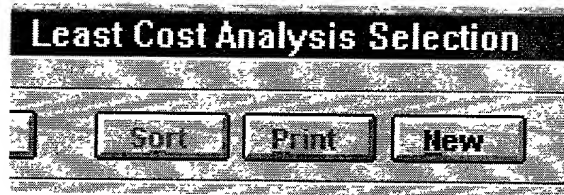


FIG. 174

17500

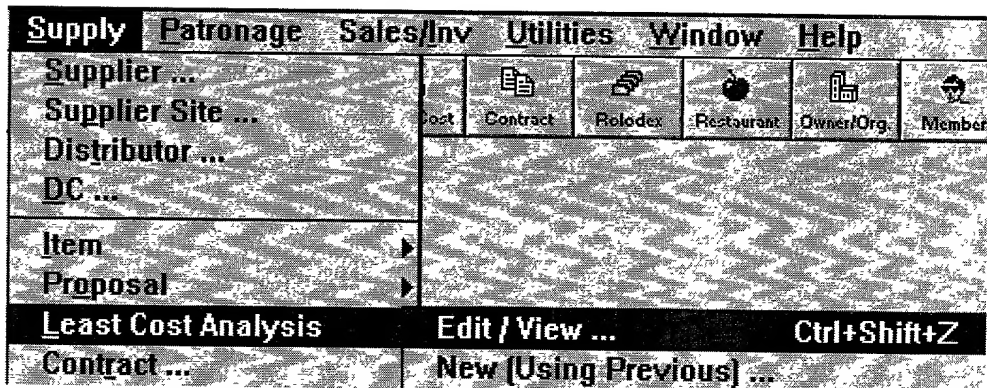



FIG. 175

Bid Proposal Name:	(None)	
	Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)	
	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)	

17600



FIG. 176

17700

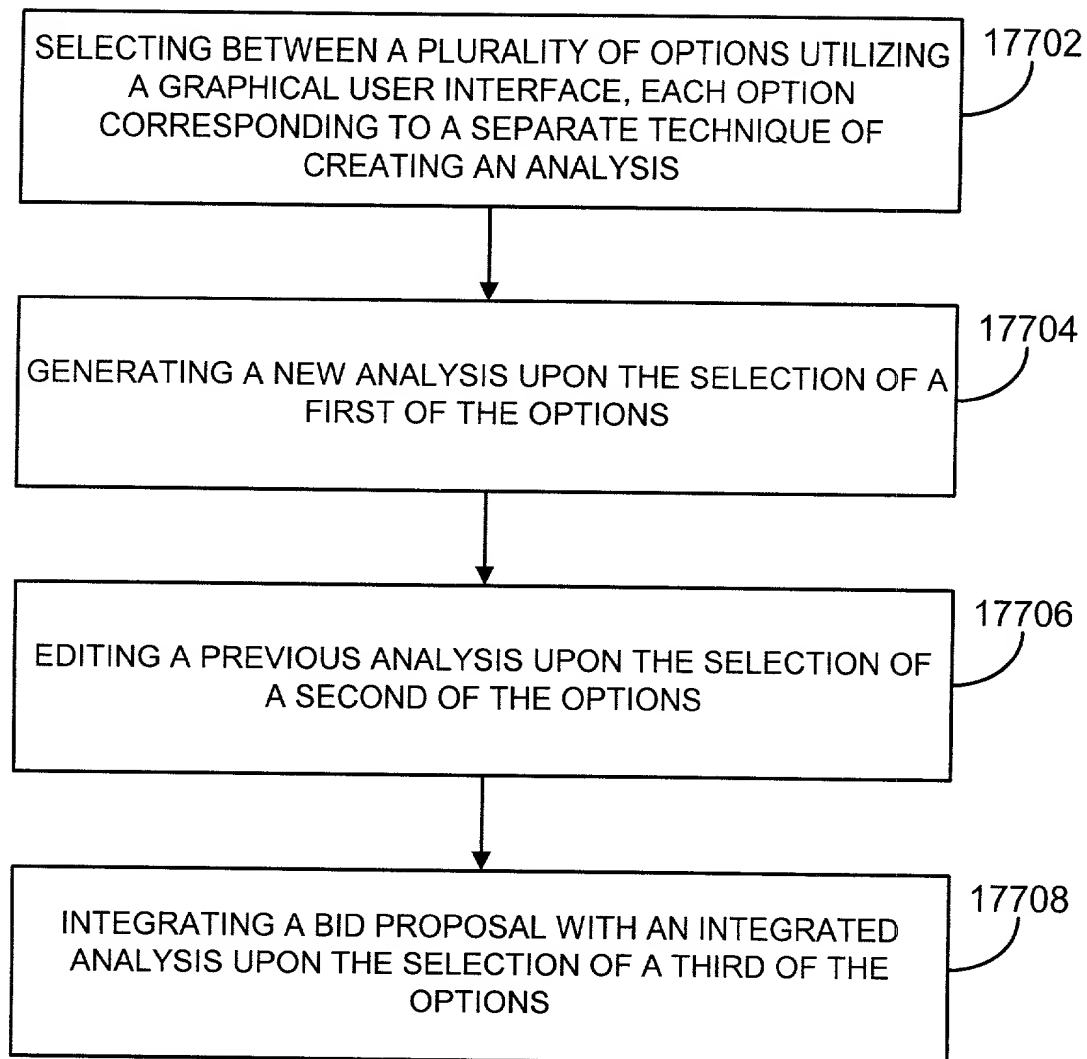


FIG. 177

17800

Analysis Name: Hash Brown Actual
Analysis ID: 1036
Buyer: Dennis Clabby
Period of Agreement: 10/1/97 THRU 9/30/98
Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version

What is the max # of FOB points to allocate to each DC ? One FOB

What is pricing method for this version ? FOB + Freight

What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000

Override RDC Truckload Validation ? No

Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179

18000



FIG. 180

18100

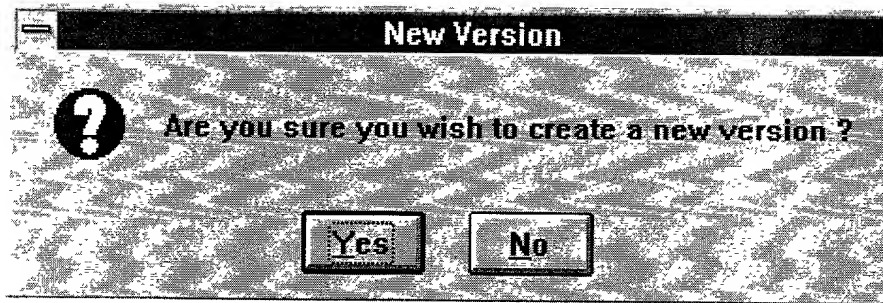


FIG. 181

18200

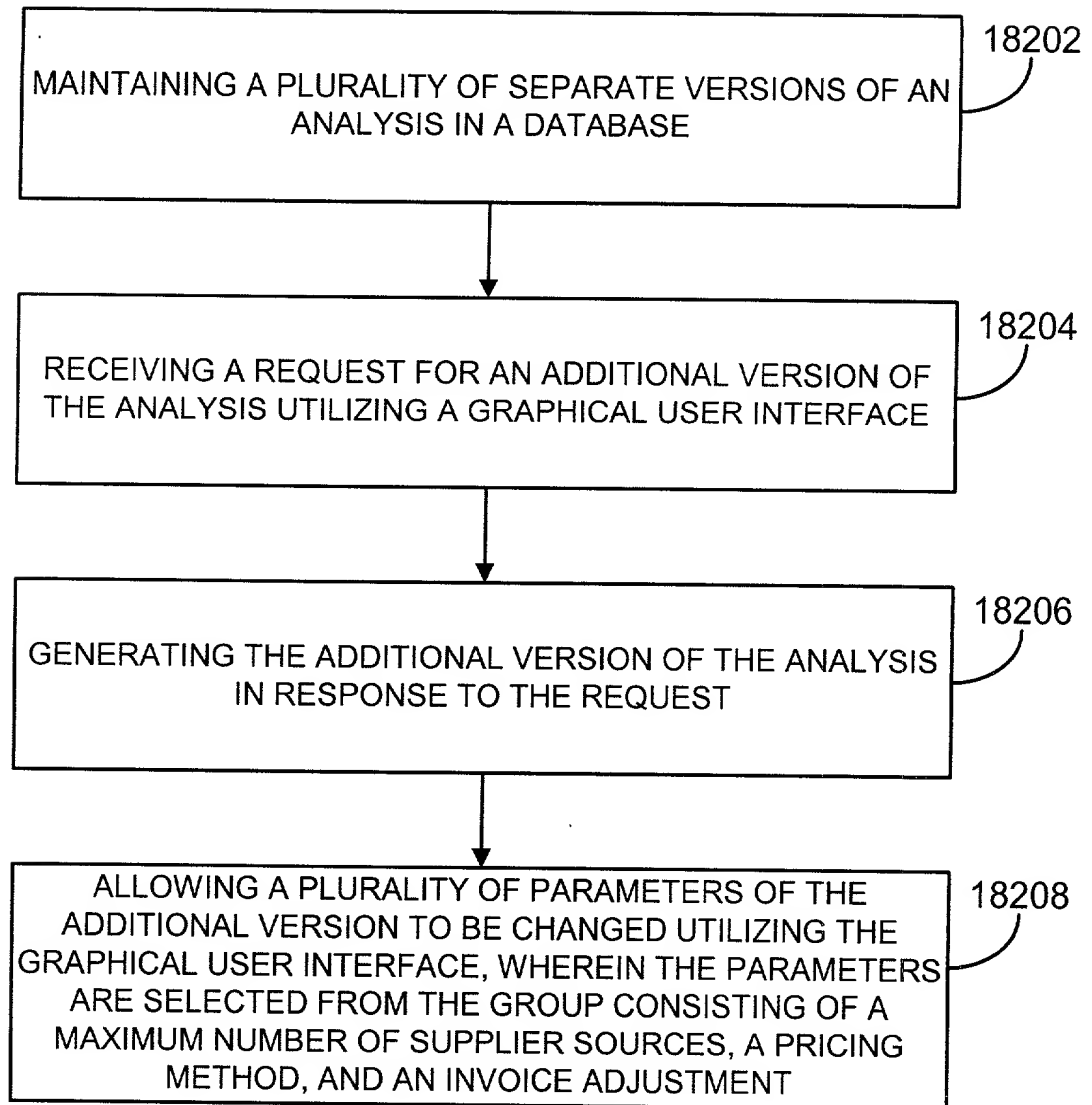


FIG. 182

18300



Search Query Reset

Query Values 7 Rows Selected

Supplier FOB		Supplier FOB
DOP		DOPACO-DOWNINGTOWN, PA
	>	DOPACO-KINSTON, NC
		DOPACO-ST. CHARLES, IL
	>>	DOPACO-STOCKTON, CA
		IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18400



Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

18500

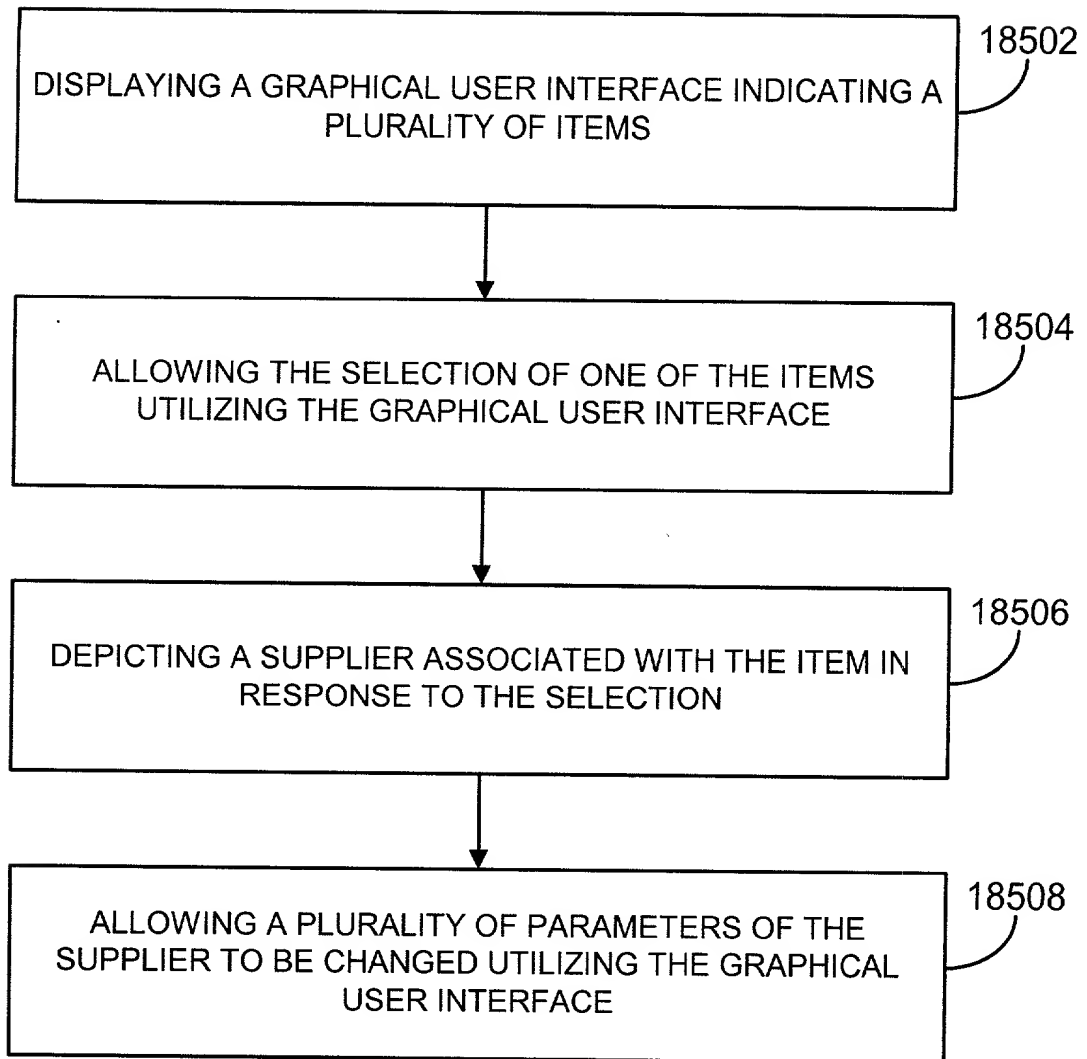


FIG. 185

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory Case Cube:	3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case U/M:	INCHE(S)	Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

18800

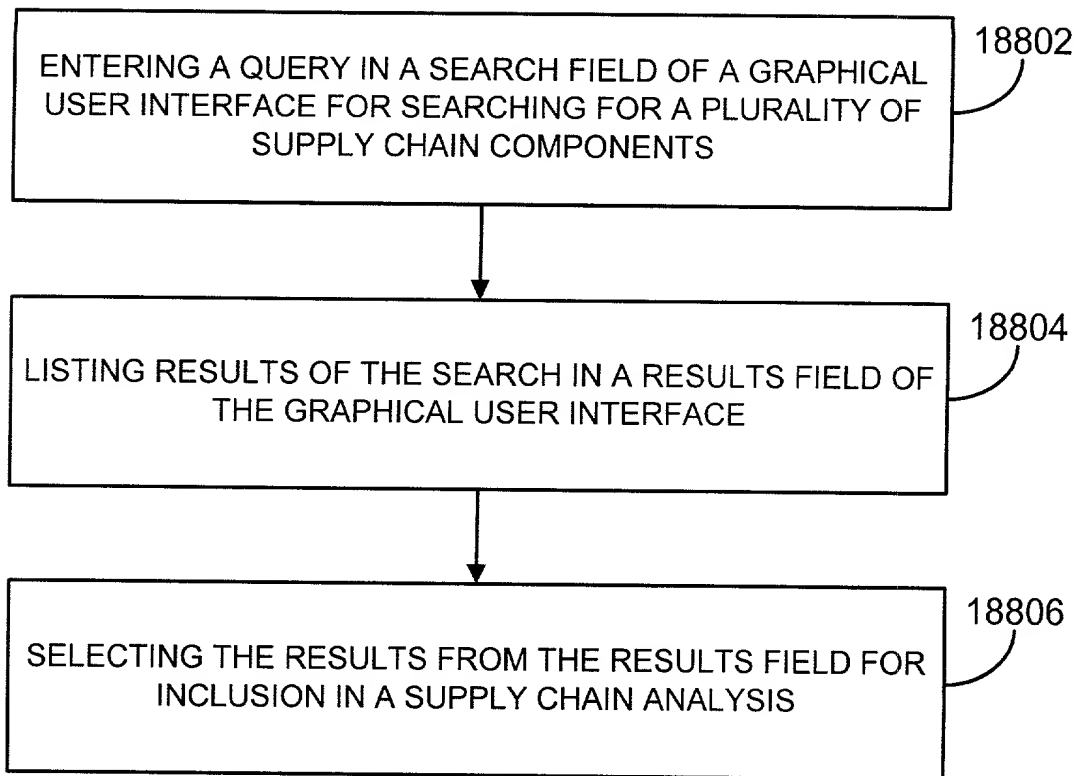


FIG. 188

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No	
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.		Pallet	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	
Supplier FOB			Minimum	Maximum	Include	
LAMB-WESTON, INC. - PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC. - RICHLAND, WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC. - AMERICAN FALLS, ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
MCCAIN FOODS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No	
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No	
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	
Supplier FOB			Minimum	Maximum	Include	
MCCAIN FOODS, LTD. - PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, LTD. - PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, INC. - OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 190

19100

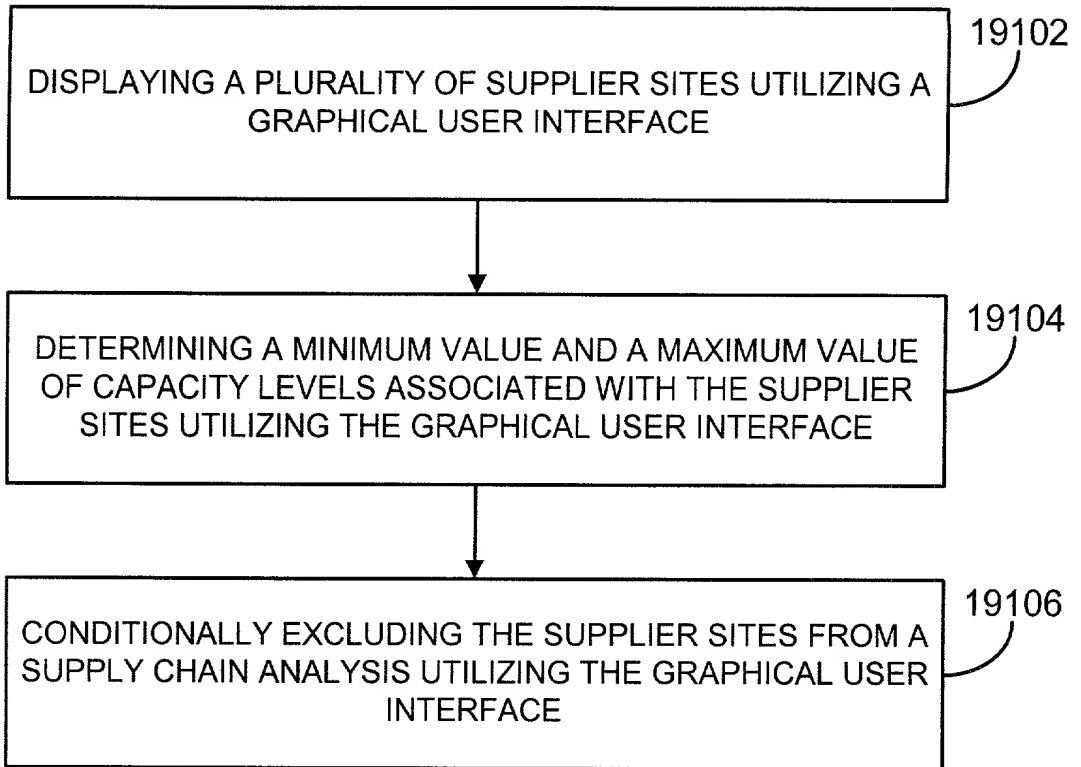


FIG. 191

19200

Supplier	#	Volume	
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSEFOODS	0		
SUPERIOR COFFEE & FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8 4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9 2300	0	

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

19500



Item Description		Supplier FOB	
FRIES-COATED		CAYENDISH-PRINCE EDWARD	
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON	
FRIES-COATED		LAMB-WESTON, INC. PASCO, WA	

Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WALKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

19600

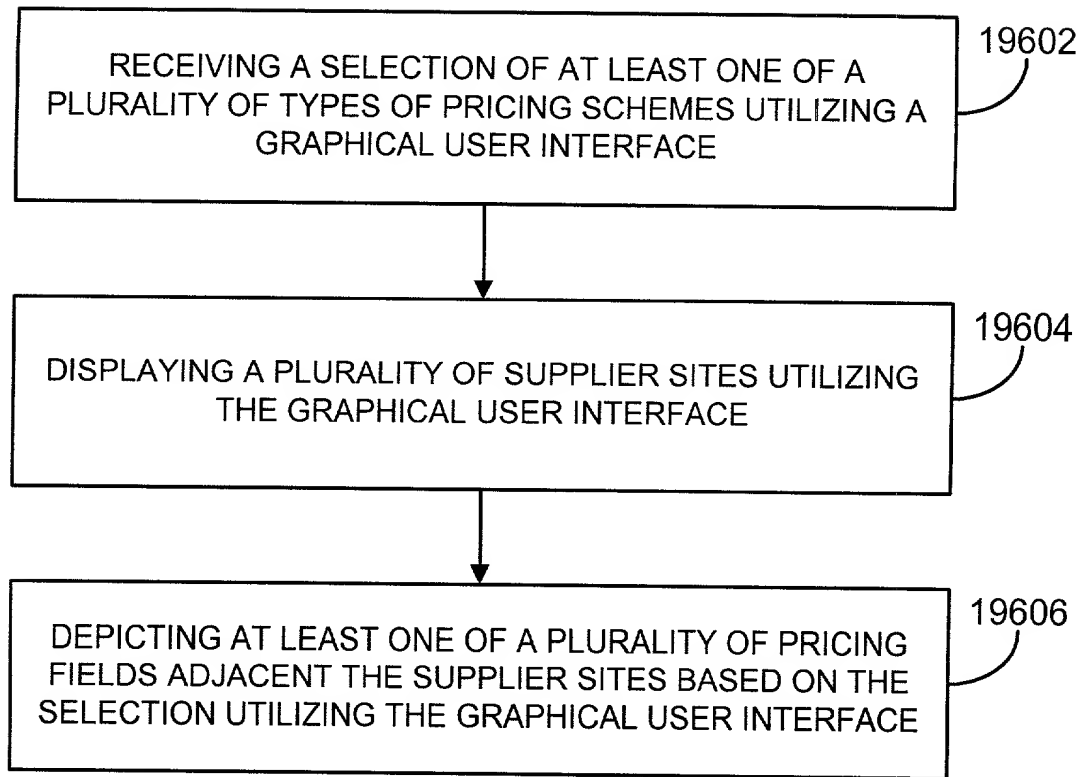


FIG. 196

19700

Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

Item	Item Growth %	Usage Period					
CHICKEN-PATTY	0.00						
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage	
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205	
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823	
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909	

FIG. 198

19900

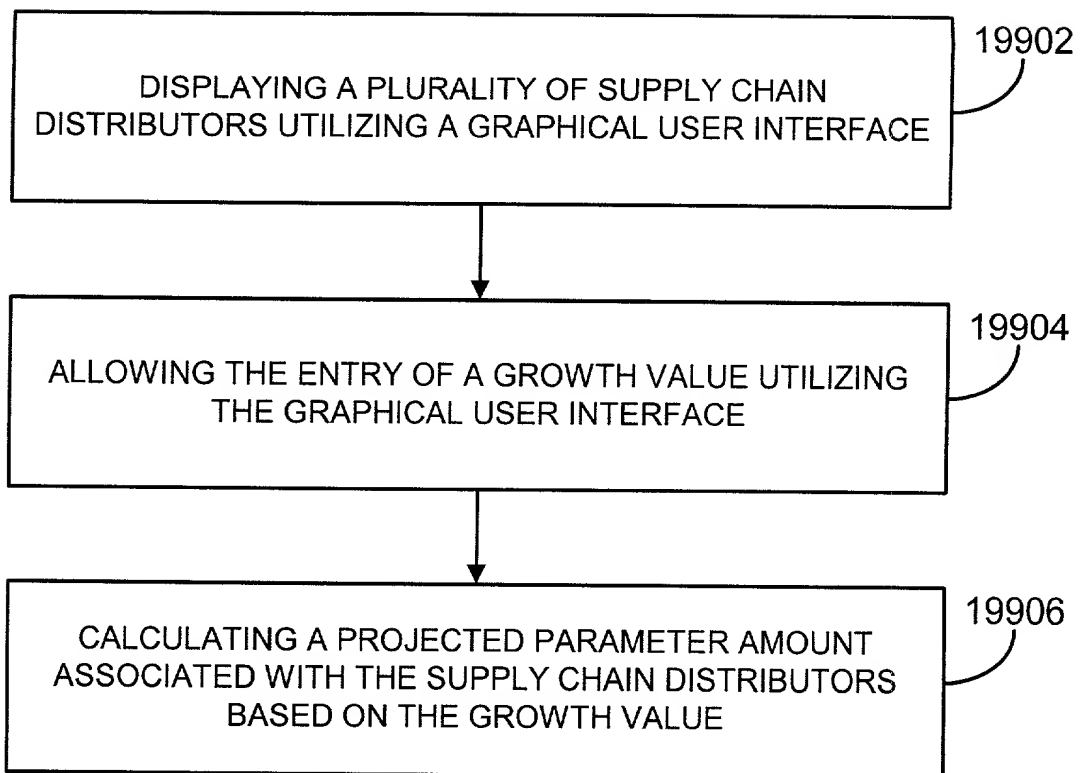


FIG. 199

20000

Supplier FOB		Address		
CAVENDISH FARMS		Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID		American Falls	ID	83211
Distribution Center	Lane Restriction		Honor TL Rate	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded		<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded		<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded		<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded		<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded		<input type="checkbox"/>

FIG. 200

20002


20100

Supplier FOB		Address		
CAVENDISH FARMS		Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID		American Falls	ID	83211
Distribution Center	Lane Restriction			
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded		
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded		

FIG. 201

20200

Invalid Selection



AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.

OK

FIG. 202

20300

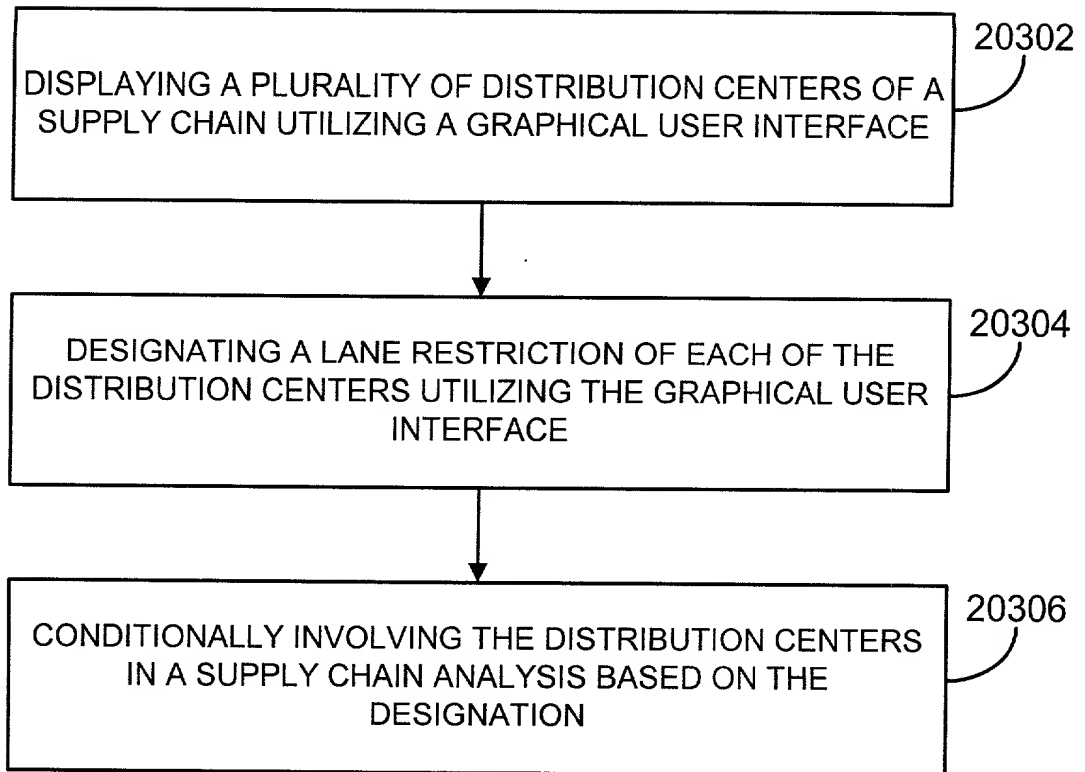


FIG. 203

20400

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Truckload Freight	Lane Distance
AMERISERVEPOST-ALBUQUERQUE	1,617	
AMERISERVEPOST-DENVER	1,277	
AMERISERVEPOST-SALT LAKE, UT	691	

FIG. 204

20500

Supplier FOB		Address	
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904
TYSON FOODS-GREEN FORREST, AR	Green Forest	AR	72638
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

20600

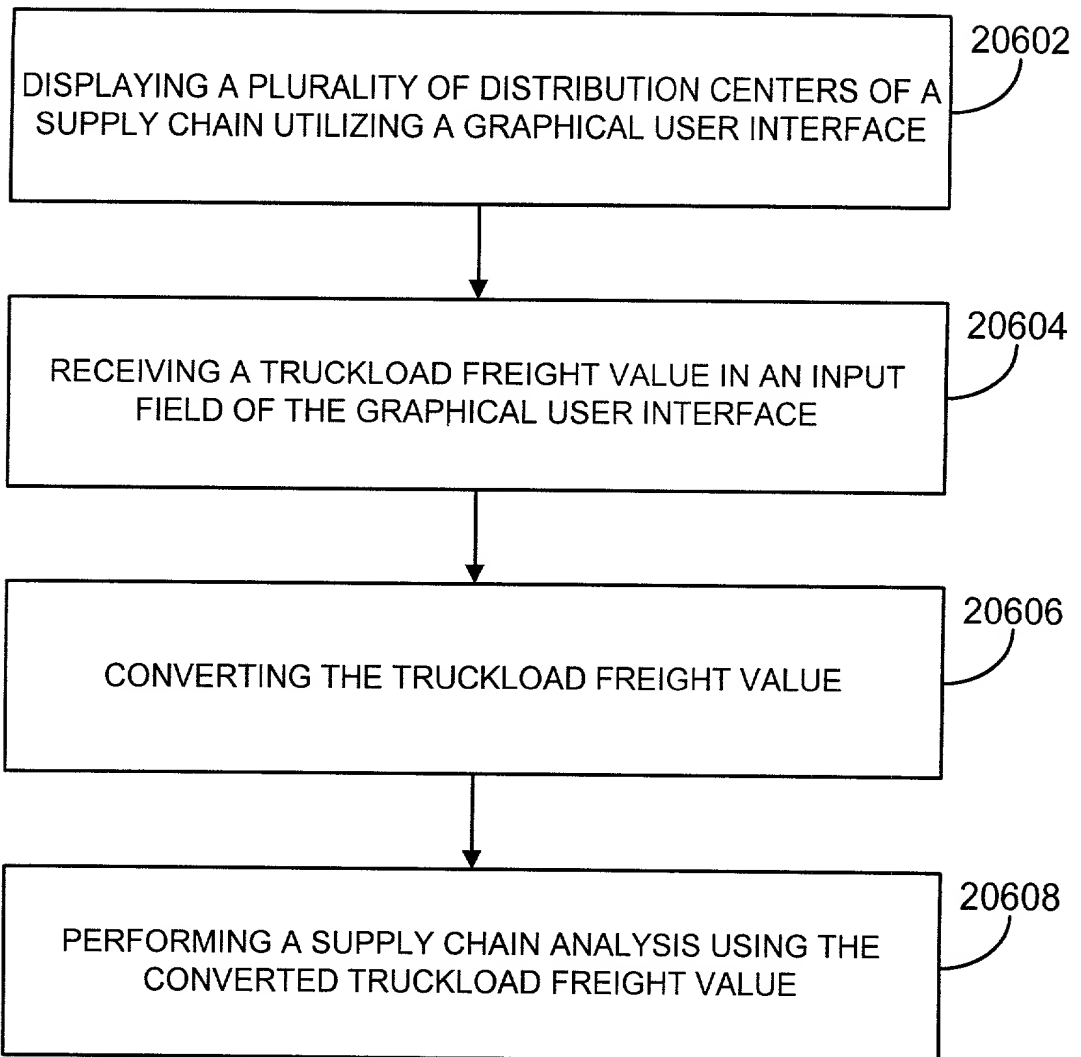


FIG. 206

20700



Analysis Region		Force FOB	
MCCABE-PORTLAND/RNW-ANCHORAGE		<input type="radio"/> Yes	<input checked="" type="radio"/> No
Distribution Center Name		Site Role	
MCCABE QUALITY FOODS-PORTLAND		Corporate & FOB Point	
RESTAURANTS NW-ANCHORAGE		Corporate & FOB Point	

FIG. 207

20800

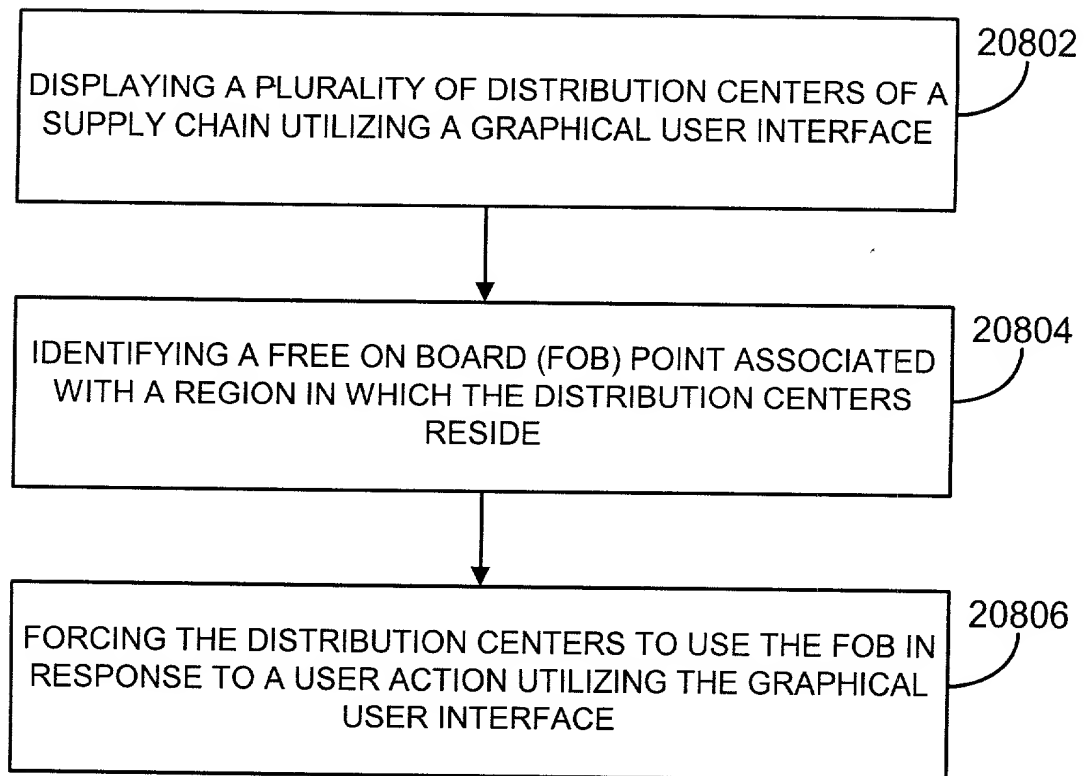


FIG. 208

20900

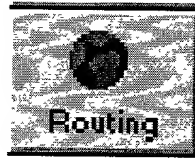


FIG. 209

21000

Report Selection

Report Type:	Report Name:
Optimal Product Routing	Freight Information Provided

Report Parameters

Supplier:	(All)
Supplier FOB:	(All)
Distribution Center:	(All)
Version:	Base Version

Freight Information Provided
LTL Routing Grid By Lane
Routing Results By Lane
Routing Results By Lane, Item
Routing Results w/ RDC Breakout By Lane
Routing Results w/ RDC Breakout By Lane, Item
TL Freight Variance Analysis

FIG. 210

21100

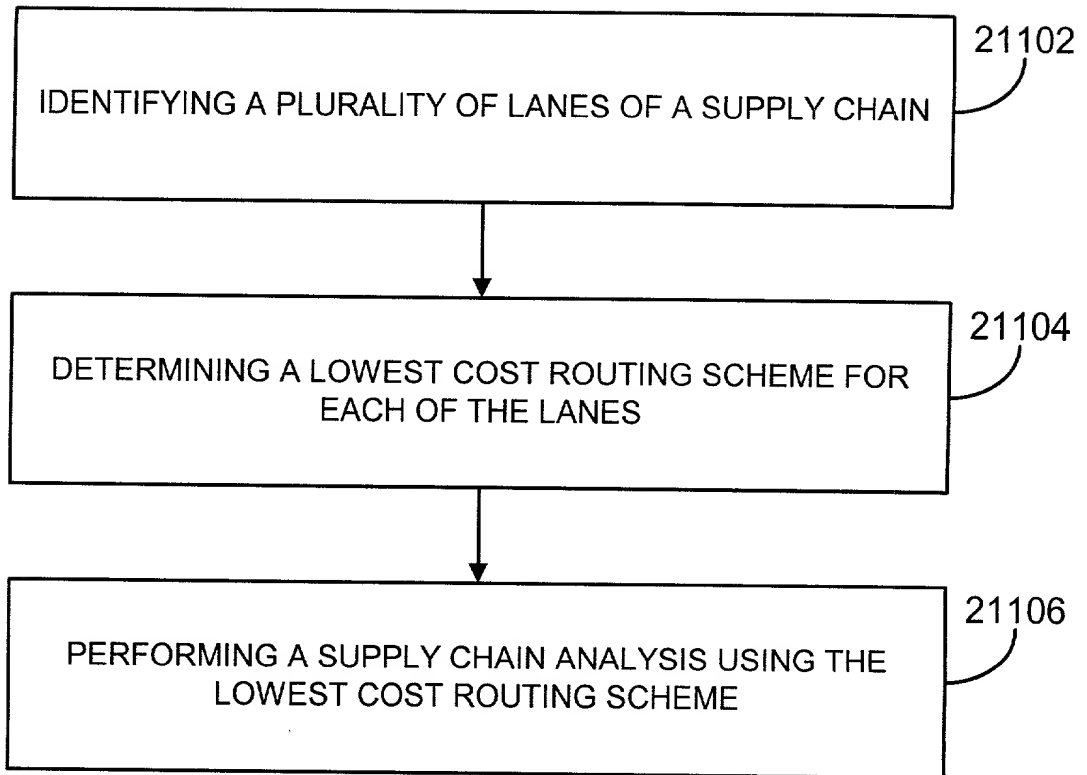


FIG. 211

21200



FIG. 212

21300

21302

Report Selection

Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	ew Capacity & Prices

FIG. 213

- 21400
- Awarded Volume by Item - Detail
 - Awarded Volume by Item - Detail
 - Awarded Volume by Item - Freight
 - Awarded Volume by Item - Summary
 - Competing DC Freight Analysis by Item
 - Lane Assignment Matrix
 - Lane Weighted Average Delivered Cost

FIG. 214

- 21500
- Assigned Volume Percentages (no conversion)
 - Assigned Volume Percentages (with conversion)
 - Invoice FOB Detail Comparison (no conversion)
 - Invoice FOB Detail Comparison (with conversion)
 - Invoice FOB Savings Comparison (no conversion)
 - Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

- 21700
- Assigned Volume Percentages (no conversion)
 - Assigned Volume Percentages (no conversion)
 - Assigned Volume Percentages (with conversion)
 - Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

21900



FIG. 219

22000

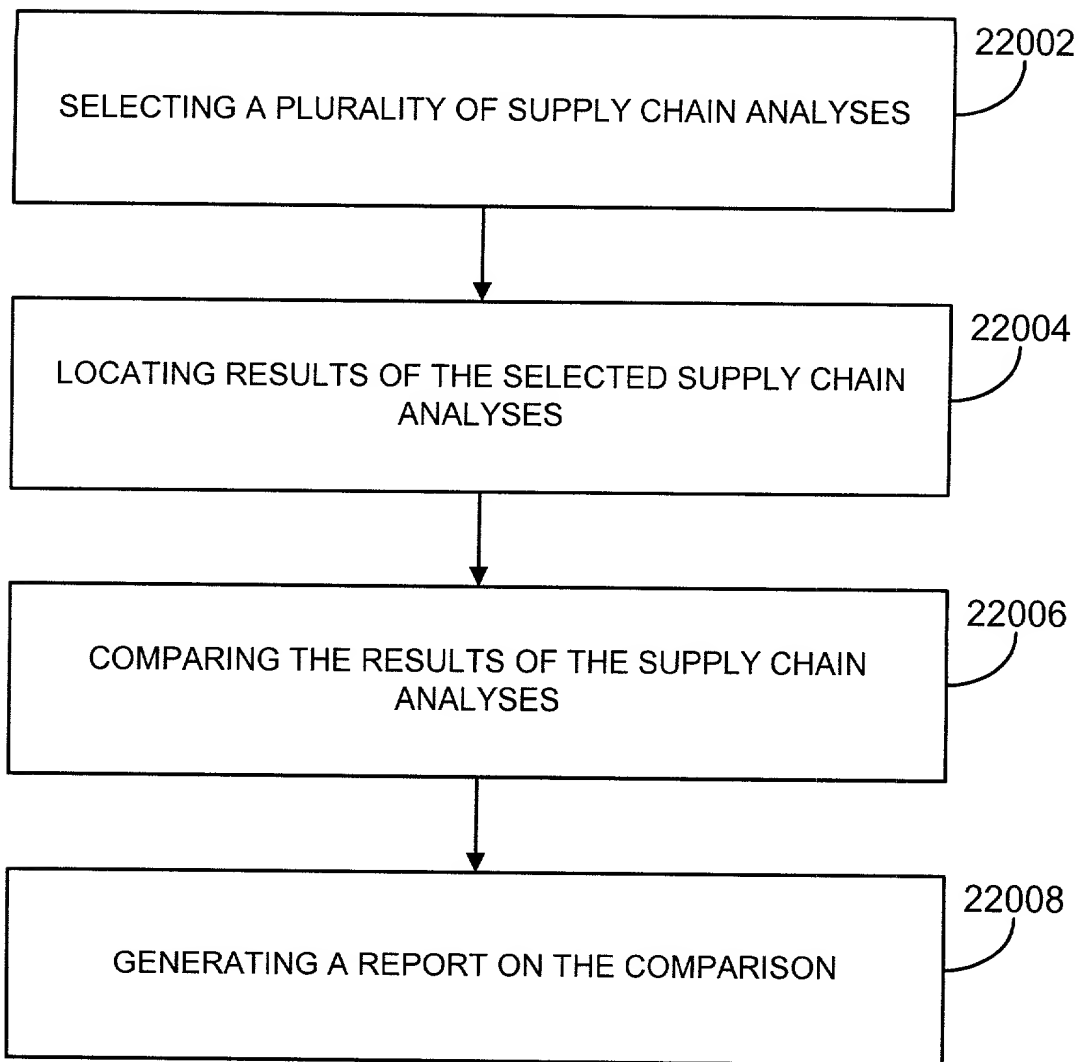


FIG. 220

22100

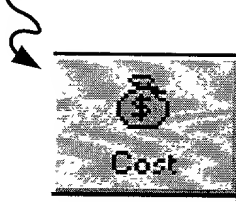


FIG. 221

22200

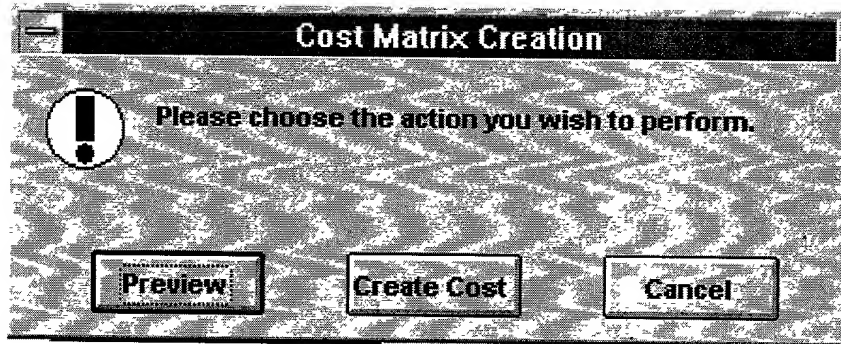


FIG. 222

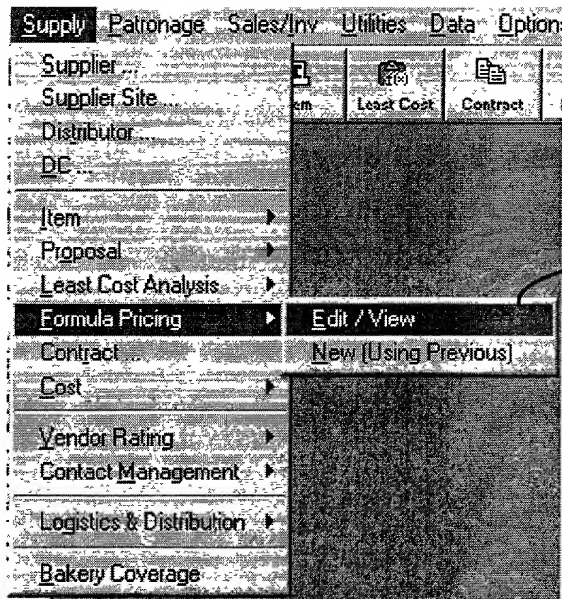


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

General info Pricing Freight Formulas Block Cost Adjustments												
Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	IMP AUS 90% LEAN	Lean Fine Txtr Beef
3/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9340
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760

FIG. 225

22600

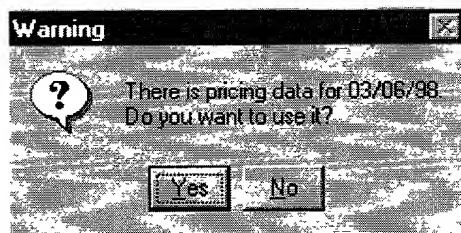


FIG. 226

22700

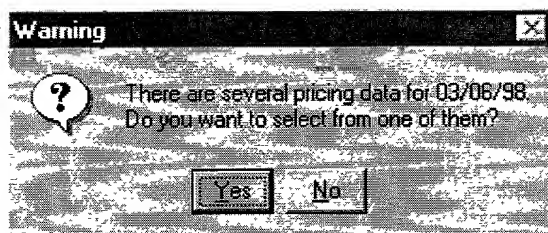


FIG. 227

22800

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | **Freight** | Formulas | Block Cost | Adjustments

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23200

Formula Pricing - BEEF - 77% - 04/06/98

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1292	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232

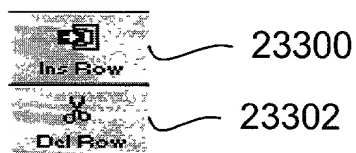


FIG. 233

23400

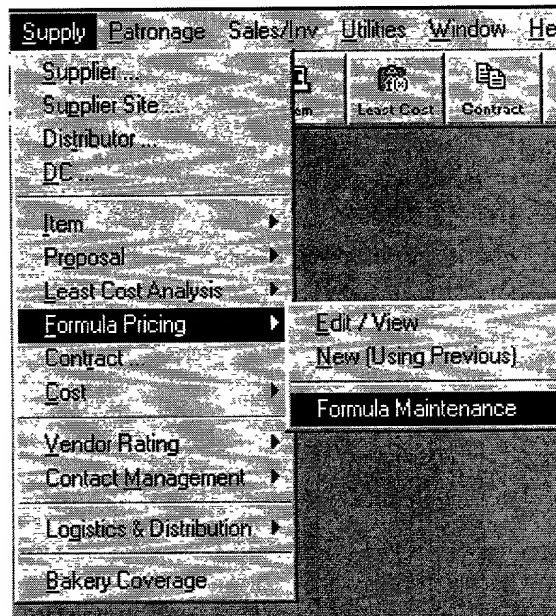


FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 8		100.0000%	

FIG. 235



23600

FIG. 236